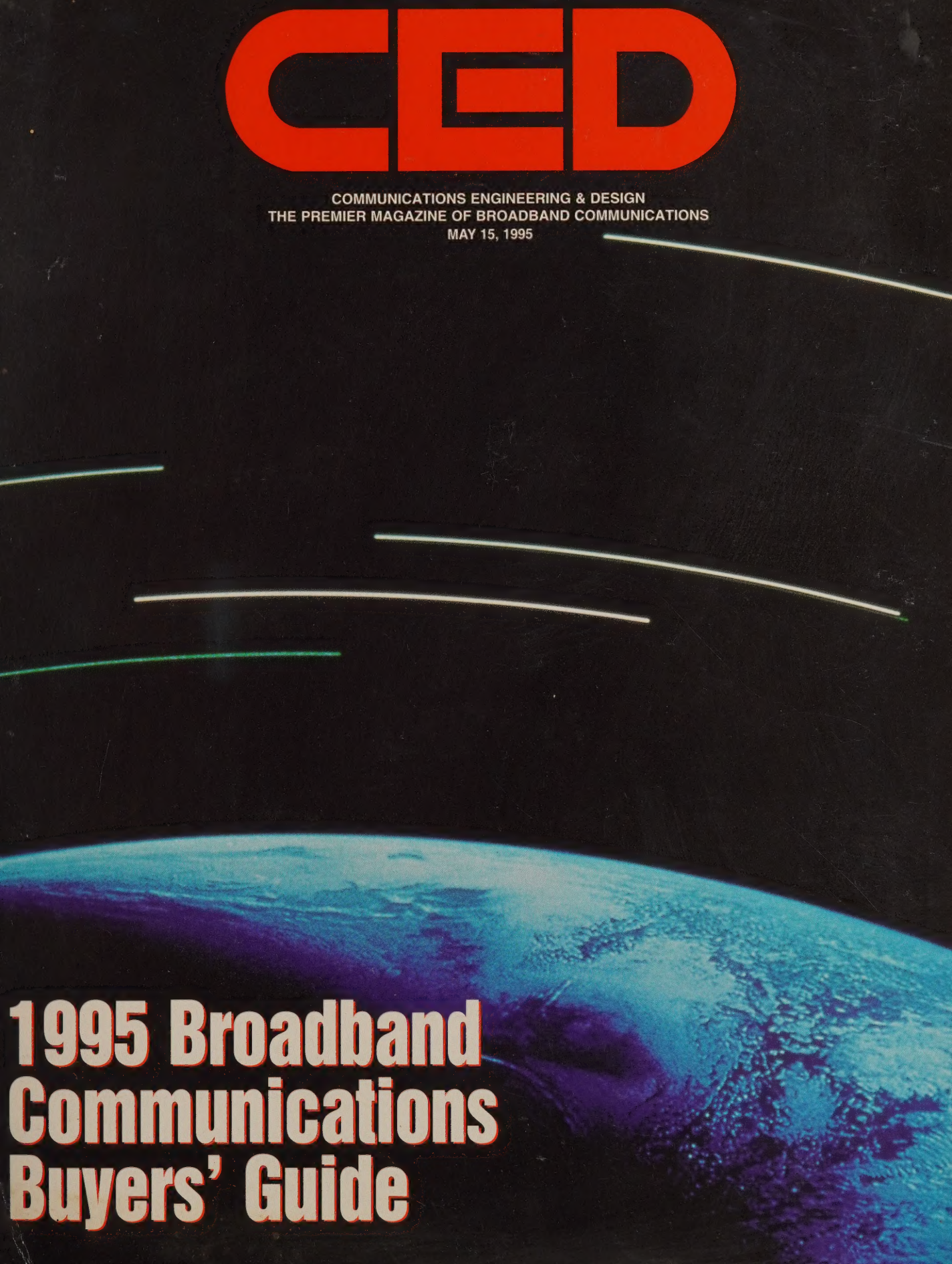
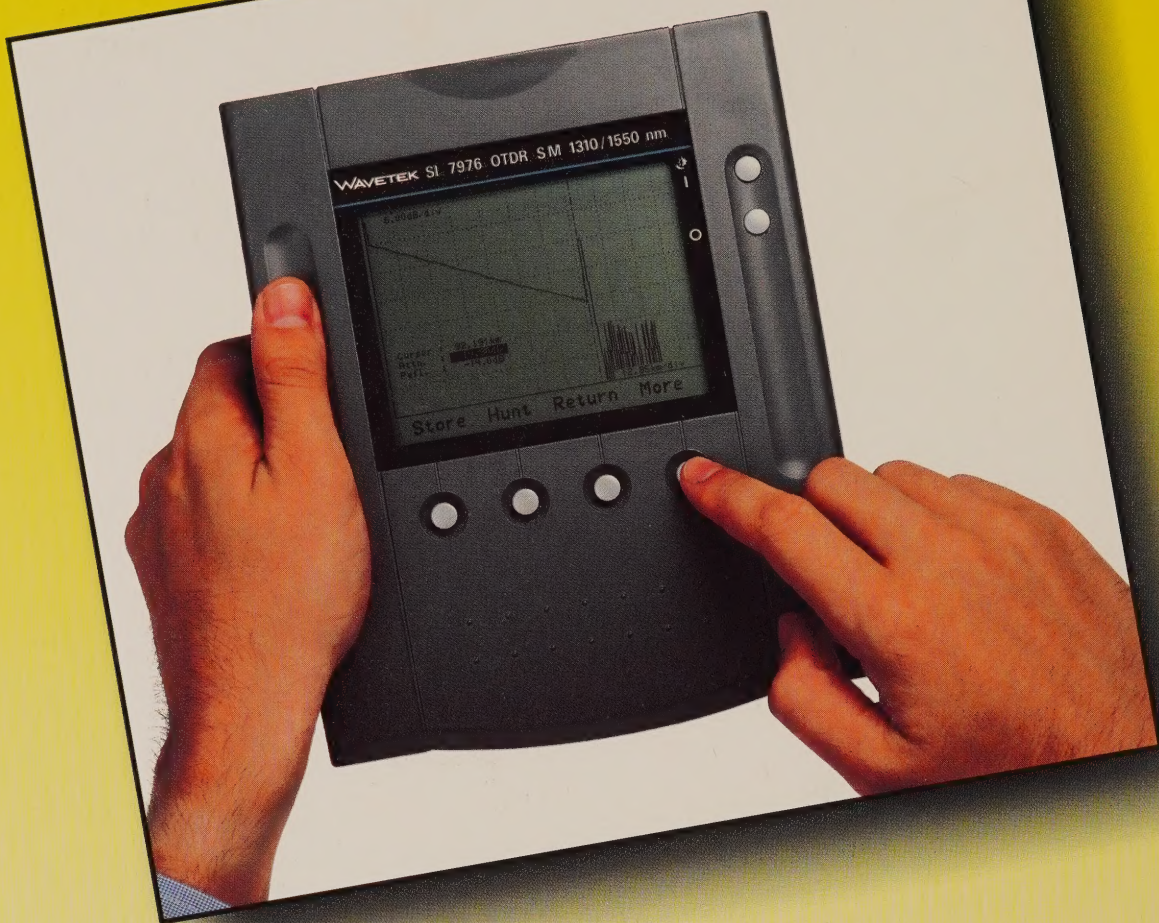


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COMMUNICATIONS ENGINEERING & DESIGN
THE PREMIER MAGAZINE OF BROADBAND COMMUNICATIONS
MAY 15, 1995



1995 Broadband Communications Buyers' Guide



THE HANDHELD FLASH MINI OTDR



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- Simple user interface guides you through the test process

You'll wonder how we squeezed in so much capability. The *FLASH* provides all the accuracy, speed, and features you'd expect from Wavetek. Get the Wavetek *FLASH*.

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WAVETEK



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SENCORE
3200 Sencore Drive, Sioux Falls, SD 57107
Direct: (605)339-0100 Fax: (605)339-0317

How to use this Guide

The 1995 Broadband Communications Buyers Guide is simply the most complete and accurate compilation of information on equipment manufacturers, distributors and suppliers servicing the broadband video communications marketplace today.

This Guide provides names of companies listed alphabetically as well as by product category. These listings provide every essential piece of information a person needs about each company, including: name, address, telephone and facsimile numbers, key personnel, regional offices and a full description of the company's products or services. Following that section, seven tabbed sections break the listings into key categories and subcategories under which the appropriate companies are listed again.

New this year is a section devoted to telecommunications as well as an index that lists all categories in alphabetical order. These enhancements were made to reflect the influx of new technology into the market and to make navigation through the Guide easier.

This Guide is the result of exhaustive efforts by CableFile Research to identify and list every company doing business in the broadband industry. But as the pace of technological change accelerates, some companies may have been inadvertently overlooked. Also, those companies which did not respond to repeated mailings and telephone calls were deleted from the database. If your company was overlooked, mistakenly deleted or incorrectly listed, please send the proper information to:

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600 S. Cherry Street
Suite 400
Denver, Colo. 80222

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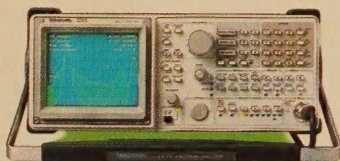
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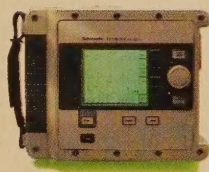
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WFM90 Series
Waveform Monitor



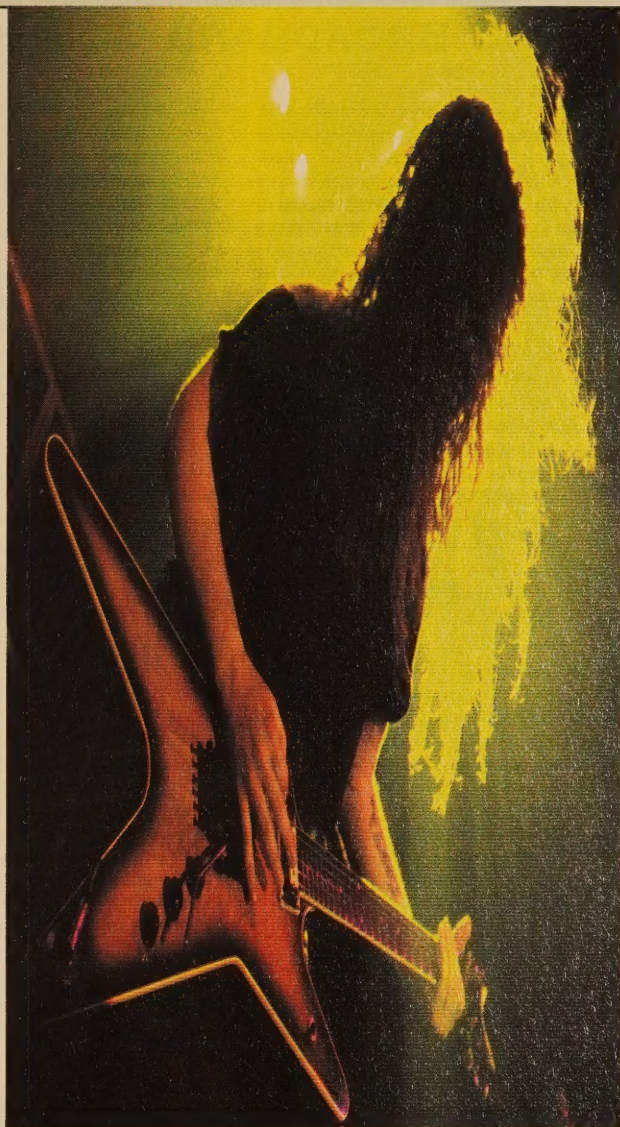
2715 CATV
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FiberMini™
Mini OTDR



VM700A
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WHETHER IT'S PRODUCT
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ADVICE, OUR WORLDWIDE
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HERE TO HELP.

[NOT NECESSARILY THE CONTENT.]

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For a free catalog of all our cable TV test solutions, call us today at 1-800-426-2200, (press 3 and when prompted request program 326). We're here to help you deliver a clear signal. What your subscribers watch, however, is up to them.

1995 BROADBAND COMMUNICATIONS BUYERS' GUIDE

A.B. Chance Co.(314) 682-5521
 FAX:.....(314) 682-8475
 210 N. Allen
 Centralia, MO 65240
PERSONNEL: Sherman Andrews, Vice President & General Manager; Tom Smith, Vice President Sales; Dick Erdel, Advertising Manager
DESCRIPTION: When it's time to construct, expand or maintain your system, rely on Chance anchors and pole line hardware. We've been manufacturing both since 1907 at Centralia, Mo., USA. We're one of the largest manufacturers of anchors and hardware to the telecommunications industry. We have the products, experience and quality you want from a manufacturer.



ABC Cable Products, Inc.(303) 792-2552
National Wats:.....(800) 777-2259
FAX:.....(303) 792-2642
 6950 South Tucson Way
 Suite C
 Englewood, CO 80112
PERSONNEL: Craig Skeppstrom, President; David Reiber, Director of Sales
REGIONAL OFFICES: Rural Route #2, Spencer, IN 47460, (812) 879-4687
DESCRIPTION: ABC Cable Products specializes in the manufacture and distribution of hand-held remote control units and optical transmission systems. Our remote control units provide high quality, price effective compatible alternatives to Jerrold, Scientific-Atlanta, Zenith, Pioneer and other CATV converter suppliers. Our new addition of remotes for 1995, the ProMote series, operates the CATV converter, TV, and VCR plus, Music Choice and Digital Music Express as an option. We also market the CBLinX, a line of transmitters/receivers capable of transporting point-to-point video and data.

ABM Sales Inc.(604) 931-3115
 FAX:.....(604) 936-2288
 2710 Clarke St.
 Port Moody, BC Canada V3H 1Z1
PERSONNEL: Max Andreone, President; Bruno Andreone, Vice President
REGIONAL OFFICES: PO Box Q-1, Blaine, WA 98230, (604) 931-3115
DESCRIPTION: Manufacturer/distributor of: 'F' connectors, jumper cords, pay TV/VCR switches, specialty 75 ohm mini coax cable.

ACT Communications Inc.(903) 961-2300
 National Wats:.....(800) 950-2281
 FAX:.....(903) 961-2222
 109 North Main Street
 Ector, TX 75439

PERSONNEL: Jim Glaser, President; L.B. Burrow, Vice President Sales; Dan Glaser, Operations Manager; David Browning, CATV Sales Manager; Willard Tayler, Director of Marketing
REGIONAL OFFICES: N. Kansas City, MO; Minneapolis, MN; Bennett, CO; Reno, NV; Philadelphia, PA
DESCRIPTION: Manufacturer of: Fiber optic splice closures, splice trays, innerclosures. Dry-N-Cap encapsulant, fusion splice sleeves, mechanical splices, jumpers & pigtails, distribution panels. Conduit & innerduct. Restoration kits; AC power protection units; protection test sets; fiber optic test sets, fusion splicer.

Ad Systems Inc.(801) 263-1661
 FAX:.....(801) 266-8813
 6170 S. 380 West, Suite 150
 Murray, UT 84107-6988
PERSONNEL: Bob Hall, President; Dave Allen, Eastern Sales Manager; Boyd N. Hales, Vice President Engineering; Mark R. Young, Western Sales Manager
REGIONAL OFFICES: 3835 Willowbrook Drive, Douglasville, GA 30135, (404) 920-0393, Dave Allen
DESCRIPTION: Ad Systems manufactures and markets a complete line of local ad insertion equipment. Key products include: Ad Lieutenant (ADL-100), a low-cost, four-channel, one VCR system with logging and remote capability; Ad Commander IV-R (AC-400R), a four-channel, break random access system with logging and remote capability; Automated Break Compilers (ABC), units which reduce labor up to 60 percent by automatically preparing insertion tapes for most brands of insertion equipment; Ad Admiral, a product family that is a full spot random system. All products are PC-based and upgradable to digital.



ADC Telecommunications, Inc.(612) 938-8080
National Wats:.....(800) 366-3891
FAX:.....(612) 946-3292
 4900 West 78th Street
 Minneapolis, MN 55435
PERSONNEL: William J. Cadogan, Chairman, President & CEO; Lawrence D. Asten, Vice President Sales; Drew Zogby, Director of Marketing, Broadband Connectivity
DESCRIPTION: ADC is a leading supplier of transmission and networking systems used to deliver voice, data, video and wireless services. The company holds a dominant market position in physical connectivity products for fiber-optics, twisted-pair and coaxial networks. Wholly-owned business units include ALS, ADC Fibermux and ADC Kentrox.



ADC Video Systems (Formerly American Lightwave Systems, Inc.) .(203) 630-5770
FAX:.....(203) 630-5701
 999 Research Parkway
 Meriden, CT 06450-8323
PERSONNEL: Richard Barcus, Vice President Sales and Customer Service; John Holobinko, Vice President Marketing and Strategic Planning
REGIONAL OFFICES: ADC/American Lightwave Systems, Atlanta, GA (706) 563-9859; Boston, MA (508) 339-9311; Chicago, IL (708) 810-1295; Dallas, TX (214) 580-1153; Denver office (303) 850-7016; International CATV Sales (203) 630-5770
DESCRIPTION: ADC/ALS is a \$450 million corporation with over \$150 million sales in fiber optics for video, voice and data applications. This includes the most extensive offering of fiber products to the CATV industry for handling all CATV information transport needs: including Homeworx™ for VSB/AM and QAM transmission, CityCell™ for PCN and microcell, Homeworx™ hybrid fiber/coax for integrated telephony and VDT, QFLCT™ and Soneplex™ for DS1 - DS3 bypass, DV6000™ uncompressed digital and Sonet compatible systems, Fibermux Crossbow™ for ATM applications, plus an extensive line of fiber organization equipment and network management systems.

ADcom Information Services, Inc.(619) 931-2440
 FAX:.....(619) 931-2450
 1901 Camino Vida Roble
 Carlsbad, CA 92008
PERSONNEL: Bill Lofft, President, CEO; Dick Spooner, Vice President of Sales; Todd Easterling, Vice President of Marketing; Rich Guire, COO; Henry McCarthy, Executive Vice President
DESCRIPTION: ADcom provides viewership ratings and other research related services tailored for multi-channel subscriber TV systems. Cable systems with ADcom capabilities receive detailed, certified reports on viewership of cable channels, derived from ADcom's proprietary viewership meter.

Adderley Industries, Inc.(609) 374-1900
 FAX:.....(609) 374-1422
 1001 Lowerland Rd.
 P.O. Box 576
 Blackwood, NJ 08012
PERSONNEL: Herbert A. Adderley, President; Curt Victor, Development Manager; Bill Fiedler, Regional Manager
REGIONAL OFFICES: Philadelphia, PA; Brooklyn, NY; Worcester, MA; Bronx, NY; Yonkers, NY; Hartford, CT

A-Z COMPANY LISTINGS

DESCRIPTION: Adderley Industries, Inc. is a certified minority business enterprise (MBE) headed by Herb Adderley, 1980 Pro Football Hall of Fame. Adderley Industries, Inc. is a full service telecommunications contractor providing services such as aerial and underground installations and construction, tap audits, drop transfers, fiber optic construction, MDU postwire and prewire, engineering and design. Adderley Industries, Inc. can assist your company in meeting local, state and federal requirements for minority participation.

Adrian Steel Company(800) 677-2726
FAX:.....(517) 265-5834
906 James Street
Adrian, MI 49221
PERSONNEL: Karen Poe, Sales Coordinator
REGIONAL OFFICES: Factory direct, distributors
DESCRIPTION: Service van interior equipment and ladder racks for full size and mini vans, pickups and station wagons. Modular product line features a wide selection of steel drawer units, cabinets, bins, shelving, safety partitions, catalog storage, ladder racks and accessories, aluminum pickup boxes for full size and mini pickup trucks, steel ladder rack for full size and mini pickup trucks. Factory installation available through GM, Ford and Chrysler dealers; field installation available through nationwide network of Adrian Steel distributors.

ADSCO Line Products.....(713) 223-1179
National Wats:.....(800) 247-6484
FAX:.....(713) 223-5529
100 Jackson @ Commerce
Houston, TX 77002
PERSONNEL: Randolph H. Smith, President; A.B. Wallace, Vice President; Nancy Wallace, Director of Marketing; Stacy W. Sapio, Comptroller; Tom Gaston, National Sales Manager
DESCRIPTION: Adscos Line Products is a leading producer of aerial support products for the CATV industry such as guy strand, messengers, lashing wire, static wire, formed wire products and a complete line related poleline hardware, available in stainless steel, nickel alloys, silicon tin bronze and galvanized.

ADTRAN(205) 971-8000
National Wats:.....(800) 326-3700
FAX:.....(205) 971-8116
901 Explorer Boulevard
Huntsville, AL 35806-2807
PERSONNEL: Mark Smith, President/CEO; Howard Thraikill, Executive Vice President/COO; John Jurenko, Vice President Sales/Marketing; Lonnie McMillian, Vice President Engineering; Irwin Goldstein, Vice President Finance; Danny Windham, Director of Marketing
REGIONAL OFFICES: Pasadena, CA (800) 788-5408; San Francisco, CA (415) 697-2848; Denver, CO (303) 220-4777; Atlanta, GA (800) 332-6945; Dallas, TX (214) 869-7699; Tabernacle, NJ (609) 268-0550; Coventry, CT (213) 742-1558; Cleveland, OH (216) 777-3157; Chicago, IL (708) 851-6699;

Washington, DC (703) 777-3037
DESCRIPTION: ADTRAN designs and manufactures ADvanced TRANsmission products for high-speed digital communications. ADTRAN is a leading supplier of DDS and ISDN digital loop products to U.S. Regional Bell Operating Companies and many OEM's; plus, offers telcos an HDSL system for T1 applications. ADTRAN has an expansive CPE line which includes DDS and Switched 56 DSU/CSUs with data compression functionality; T1 Multiplexers; T1-FT1 CSU/DSUs; ISDN Basic Rate Network Terminators and a new inverse multiplexer for BRI.

Advanced Communications
International, Inc. (ADCOM).....(702) 453-8655
National Wats:.....(800) 923-2664
FAX:.....(702) 453-2120
51 North Pecos Road, Suite 108
Las Vegas, NV 89101
PERSONNEL: Bob Maes, President
DESCRIPTION: ADCOM is the manufacturer of the Battery Management System (BMS) that has been combined with an existing 36 volt standby power supply (SPS) to provide a complete system. The BMS/SPS features a microcomputer-based system with the capability of monitoring the status of batteries, gathers historical data and is able to alert the user of potential failure of standby time. The AudioBOSS I controls loudness and enhances the sound when used with local ad insertion equipment or on any loud channel. ADCOM is also a supplier of amplifiers, taps, and connectors and is a VAR for computers and peripherals.

Advanced Custom
Applications, Inc. (ACA Inc.).....(908) 281-0353
FAX:.....(908) 359-0802
6-1 Ilene Court
Belle Mead, NJ 08502
PERSONNEL: Zsuzsanna Huebscher, Laszlo Huebscher, Attila Huebscher
DESCRIPTION: Manufacturer of fiber optic splicing products including the mechanical 'ULTRAsplice,' U.V. cure 'OptoSplice,' 'LABsplice' for testing of fiber, and the mechanical Fusion Splice Protection Cover called 'ULTRAsleeve.' Also manufactures fiber optic cable assemblies and splicing supporting products including kits.

AEMC Corporation.....(617) 451-0227
National Wats:.....(800) 343-1391
FAX:.....(617) 423-2952
99 Chauncy Street
Boston, MA 02111
PERSONNEL: Winthrop D. Smith, President; George R. Wood, National Sales Manager; Elizabeth Davis-Edwards, Marketing Coordinator
DESCRIPTION: Electrical testing and measuring instruments (insulation testers, megohmmeters, ground testers, clamp-on ground testers, current probes, clamp-ons, circuit tracers, power and harmonic meters, IR temperature meters, EME meters).

Alcatel Network Systems, Inc.....(214) 996-5000
National Wats:.....(800) ALCATEL
FAX:.....(214) 996-5409
1225 North Alma Road
Richardson, TX 75081-2206
PERSONNEL: David Orr, President & CEO; Larry Hulbert, Vice President, Sales & Service; Jack Pompeo, Vice President, Quality & Customer Satisfaction; Krish Prabhu, Vice President, Business Development & Chief Technical Officer; Robert Reed, Vice President, Product Line Management
REGIONAL OFFICES: Richardson, Longview, TX; Raleigh, Clinton, NC; San Jose, CA; Georgetown, Ontario, Canada; Nogales, Sonora, Mexico
DESCRIPTION: Alcatel Network Systems designs, manufactures and services a full line of voice, data, video and multimedia transmission products — such as ATM switching systems, digital cross connects, fiber optic transmission systems, optical amplifiers, microwave radios, video codices and network management systems. These products are used in high performance networks throughout the telecommunications, broadcast and utility industries. The parent company, Alcatel, is the largest manufacturer of communications equipment worldwide, with plants in 32 countries and markets in over 125 countries.

Alcatel Telecommunications Cable ..(704) 459-9821
FAX:.....(704) 459-9312
2512 Penny Road, Post Office Box 39
Claremont, NC 28610-0039
PERSONNEL: Mike Frailey, Director of Sales & Marketing/Fiber; Jerry Garrett, Sales Manager, CATV & Specialized Carriers
DESCRIPTION: Alcatel Telecommunications Cable is a manufacturer and provider of optical fiber, singlemode and multimode fiber optic cables, hardware, pigtailed, jumper cable, technical services and copper.

Alcoa Fujikura Ltd.(803) 433-5314
National Wats:.....(800) AFL- FIBER
FAX:.....(803) 433-5353
150 Ridgeview Circle
Duncan, SC 29334
PERSONNEL: Linda K. Reilly, Marketing Manager
REGIONAL OFFICES: 6645 Shadow Crest Drive, Plano, TX 75093, (214) 307-7356, FAX (214) 307-3068; 3941 Southeast 26th Pl., Gresham, OR 97080, (503) 663-1105, FAX (503) 663-3604; 105 Westpark Drive, Brentwood, TN 37027, (615) 370-2194, FAX (615) 370-2455; 100 Galleria Pkwy NW, Ste 1400, 14th Flr, Atlanta, GA 30339, (404) 956-7221, FAX (404) 953-9019; 1263 Capital Blvd., Ste 801, Wake Forest, NC 27587, (919) 554-4100, FAX (919) 554-4106
DESCRIPTION: Alcoa Fujikura Ltd., a systems supplier, is a leading manufacturer of a wide variety of specialty fiber optic cable, including optical ground wire (OPT-GW™), Loose Tube, All-Dielectric Self-Supporting Cable (ADSS), and premise cables; T&D and fiber optic accessories, connectors, pre-connectorized cables, couplers, and loaded distribution boxes. Alcoa Fujikura Ltd. also distributes Fujikura splicers for single fiber and mul-

◆ A-Z LISTINGS

multiple fibers, cleavers, and splicing accessories, as well as NTT International fiber optic products. Field splicing services are offered, as well as total engineering and systems support for turnkey projects.



All Cable, Inc......(203) 235-0883
National Wats:.....(800) 232-0883
FAX:.....(203) 686-0299

464 Pratt Street Ext.

PO Box 5057

Meriden, CT 06450

PERSONNEL: Ralph D. Hillburn, President; Robert Hillburn, New England Sales Representative; David Cardona, Southeastern Sales Representative; William O. Tielert, Account Manager

DESCRIPTION: All Cable, Inc. is a sales and marketing company that markets the products of several major manufacturers to the cable industry. We prepare marketing plans, hire, train and manage the sales/marketing efforts. By making one call, we identify key opportunities for several clients and sell several products. All Cable, Inc. provides personalized service, prompt deliveries, quality products and competitive pricing along with customer satisfaction.



Allwire, Inc......(209) 485-8120
National Wats:.....(800) 255-3828
State Wats:.....(800) 742-1977
FAX:.....(209) 485-0544

P.O. Box 12602

Fresno, CA 93778

PERSONNEL: Alan Hopkins, President; Dave Lewis, Vice President; Dave Hill, Customer Service
DESCRIPTION: Specializing in the manufacture of continuously extruded ALLDUCT® HDPE conduit, pre-installed drop and hard cable, and fiber optic cables for CATV and telecommunications. Independent test report available on low friction of Perma-Luster finish to minimize pulling forces.



Alpha Technologies.....(360) 647-2360
FAX:.....(360) 671-4936

3767 Alpha Way

Bellingham, WA 98225

PERSONNEL: Dale Jones, Vice President/Sales and Marketing

REGIONAL OFFICES: Northeast: (800) 678-2122; Mid-Atlantic: (800) 841-6979; East: (215) 953-9475; Southeast: (800) 438-0812; North Central: (800) 451-9032; Central: (800) 367-1450; South Central: (214) 686-5800; Southwest: (805) 940-1546; Northwest: (360) 623-8670; Western Canada: (604) 430-1476; Eastern Canada: (416) 516-9575
DESCRIPTION: Alpha Technologies is the world's largest manufacturer of 60VAC products for cable television applications, producing power products in both 50Hz and 60Hz versions. Alpha designs, manufactures and markets CableUPS® power systems for coaxial and fiber optic networks, status monitoring systems, software, modems, and uninterruptible power supplies. The Alpha-pioneered Amp Clamp, introduced in 1988, revolutionized surge protection and continues to save operators thousands of dollars in lost revenue due to down-time and surge-related failures. Alpha also manufactures the same reliable UPS power system for the headend. Argus Technologies, a division of Alpha, designs and manufactures complete DC power plants used in telecommunications equipment, while another division of Alpha, Flight Trac, Inc., provides airborne signal metering services. Alpha Technologies is the largest supplier of Johnson Controls Dynasty sealed, valve regulated lead-acid batteries.



AM Communications, Inc......(215) 536-1354
National Wats:.....(800) 248-9004
FAX:.....(215) 536-1475

1900 AM Drive

PO Box 9004

Quakertown, PA 18951-9004

PERSONNEL: David DeLane, Vice President, Sales and Marketing; Joseph Rocci, Vice President, CATV Products; Michael Quelly, Executive Vice President; Henry I. Boreen, President and CEO; Mark Carter, Sales Manager; Walt Wilczewski, Customer Support Engineer

DESCRIPTION: AM manufactures Universal Status and Performance Monitoring Systems for Hybrid Fiber/Coaxial Broadband cable networks. AM's line of Status Monitoring products manages all active network components from headend to end-of-line. Integrated with this line of products is a sophisticated Performance Monitoring and Measurement System which automatically performs all FCC field proof tests and generates summary reports. AM's programmable system performs true spectrum analysis measurements of distortion, noise, hum, inband response and 24 hour level variation. AM is the private label status monitoring supplier to most of the industry's largest equipment manufacturers. AM, in cooperation with its Network Management Software partners, can provide turnkey Network Management Solutions for systems of any size.

American Communications

Consultants, Inc......(608) 833-1440
FAX:.....(608) 833-4819

555 D'Onofrio Dr. Suite 200

PO Box 5648

Madison, WI 53705

PERSONNEL: Vinod K. Batra, President; Mark D. Stilson, Manager Special Products

DESCRIPTION: Telecommunications engineering and consulting for CATV and telephone companies, LAN design for end users.

American Digital

Cartography, Inc......(414) 733-6678

Bulletin Board Service:.....(414) 733-6211

INTERNET:.....info@adci.com

FAX:.....(414) 734-3375

3003 W. College Ave.

Appleton, WI 54914-2910

PERSONNEL: Michael F. Bauer, President; Jerry Robinson, General Manager; Patrick Liebmann, National Sales Manager; Yvonne Kokke Bauer, Director of Communications

DESCRIPTION: American Digital Cartography, Inc. (ADC) provides digital maps designed to save the user time and money. Maps are custom processed to user specifications. Customization can include: choice of layers, double lined roads, clipping of areas, cartographically placed street names as annotation, and additional data such as elevations and section lines, all processed to work together in the CAD format specified by the user. All maps arrive ready-to-run and include full documentation and technical support.

American Payment

Centers Inc......(612) 253-3044

National Wats:.....(800) 538-7898

FAX:.....(612) 253-7867

PO Box 353

Saint Cloud, MN 56302

PERSONNEL: Gerald M. Donlin, Quality Manager; Robb Bates, Sales/Service Manager

DESCRIPTION: Payment drop-box manufacturing and design. Stainless steel, painted steel, high security locks, and accessories to make installations secure. Various sizes and applications for interior or exterior use. Drive-up, walk-up and satellite pay stations. Over 40 years design experience, quality workmanship with safety and security as top priority.

Amherst International, Inc.

Amherst Engineering Corp......(813) 925-9292

FAX:.....(813) 925-9291

63 Sarasota Center Blvd.

Sarasota, FL 34240

PERSONNEL: A.F. Ware, Managing Director; Brent J. Ware, President; Scot K. Ware, Vice President Sales and Marketing; Donald Grasso, Sales Engineer; Shawn Dodge, Sales Engineer;

Randy Anderson, Sales Engineer

REGIONAL OFFICES: Amherst International, Inc., 849 Monterey Street, San Luis Obispo, CA 93401, (805) 545-9040, Fax: (805) 545-9049

DESCRIPTION: Amherst International, Inc. is a dis-

tributor of products for termination and joining of fiber optic cables. Products include: fusion splicers, cleavers, recoaters, heat ovens, sensors for the CATV industry and other accessories to facilitate splicing, making the process faster and more economical. Amherst Engineering is a full service repair and training center for fiber optic equipment offering support, software and system integration for North America and Mexico. Ericsson Network North America and Mexico distributor; see Ericsson's listing.

AMP

Product Information Center.....(800) 522-6752
FAX:.....(717) 986-7575
PO Box 3608

Harrisburg, PA 17105-3609

DESCRIPTION: Worldwide supplier of electrical and electronic components and interconnection systems, including networking and premises wiring interconnects and support equipment; fiber optic connectors, cable, data links and accessories; coaxial connectors for RF and microwave applications.

Amphenol®

CATV CONNECTORS

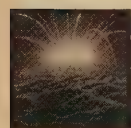
Amphenol CATV Connectors.....(203) 796-2072
National Wats:.....(800) 881-9913
FAX:.....(203) 796-2091

One Kennedy Avenue

Danbury, CT 06810

PERSONNEL: Scott Wells, Director of Sales; Jim Del Negro, Engineering Manager; John Makuch, Program Manager

DESCRIPTION: Manufacturer of high quality CATV and RF connectors. Products include Hardline Connectors and adaptors, standard and weather seal drop connectors and adaptors, along with various types of RF series of connectors such as BNCs. With over 60 years of producing high frequency-high quality connectors for the telecommunications industry, Amphenol is a world-wide leader in innovative technology.



Amphenol®
Fiber Optic Products

Illuminating the world of fiber optics™

Amphenol Fiber Optic Products.....(708) 960-1010

FAX:.....(708) 810-5640

1925 A Ohio Street

Lisle, IL 60532

DESCRIPTION: Backed by over 20 years of experience, Amphenol is a pioneer in the design and manufacture of fiber optic components. With a state-of-the-art manufacturing facility, new standards are

constantly set for quality, reliability and low cost. With an unmatched commitment to customer service and technical support, Amphenol produces the industry's most complete line of passive interconnect products for telecommunications, data communications, CATV and test and measurement systems including SMA, ST, FC/PC, and SC Connectors. Also offered are complete termination tooling kits, simplex and duplex patchcords and pigtailed as well as single mode and multimode passive fiber optic couplers, WDMs, attenuators and rack and wall mount enclosures. We are ISO 9001 Certified. For more information, contact Amphenol Fiber Optic Products customer service at (708) 810-5800.

Ando Corporation.....(301) 294-3365

National Wats:.....(800) 367-2636

FAX:.....(301) 294-3359

7617 Standish Place

Rockville, MD 20855

PERSONNEL: Michael Griffin, General Manager; Jerry Chappell, Sales Manager; John Bennett, Digital Product Line Manager

DESCRIPTION: Ando is a leading manufacturer of fiber optic test equipment, including optical time domain reflectometers (OTDRs). The new AQ-7150 Series mini-OTDR is setting a standard for portable OTDRs. Also Sonet analyzers to OC-48 and protocol analyzers to ISDN (BRI/PRI), T-1 and Sonet DCCs.

Anritsu Wiltron Company.....(408) 776-8300

National Wats:.....(800) 230-AWSC

FAX:.....(408) 776-1744

685 Jarvis Drive

Morgan Hill, CA 95037-2809

PERSONNEL: Bill Lovelace, President; Rick Bush, District Sales Manager; Paul Toste, District Sales Manager; Phil Bowen, District Sales Manager; Ed McDonald, District Sales Manager; Roger Martinez, District Sales Manager

REGIONAL OFFICES: 1971 W. 190th Street, Suite 150, Torrance, CA 90504, (310) 715-8262; Suite 710, 19630 Club House Road, Gaithersburg, MD 20879, (301) 590-0300; 10 Kingsbridge Road, Fairfield, NJ 07004, (201) 227-8999; 1909 Glenville Dr. #115, Richardson, TX 75081, (214) 644-1777

DESCRIPTION: Anritsu Wiltron Company was formed in December 1991 to market, promote and sell in the United States the optical, PCM and RF/microwave test and measurement products manufactured by Anritsu Corporation of Tokyo and its subsidiary, Wiltron Company.

ANTEC

ANTEC (NASDAQ: ANTC)

Domestic and International

Headquarters.....(708) 439-4444

National Wats:.....(800) TO-ANTEC

FAX:.....(708) 439-8527

2850 W. Golf Road
Rolling Meadows, IL 60008

PERSONNEL: John Egan, President and CEO- ANTEC; Gordy Halverson, President, ANTEC Sales Group; Steve Necessary, President, ANTEC Products Group; Jim Faust, President, ANTEC International; Andy Paff, Executive Vice President, Strategic Planning & Technology; Gene Robinson, Executive Vice President, National Accounts
REGIONAL OFFICES: Atlanta: 2100-A Nancy Hanks Drive, Norcross, GA 30071, (404) 840-7901, FAX (404) 840-7902; Atlanta Technology Center: 5720 Peachtree Parkway, NW, Norcross, GA 30092, (404) 441-0007, FAX (404) 441-2477; Chicago: 888 Thomas Drive, Bensenville, IL 60106, (708) 350-7788, FAX (708) 350-7840; Dallas: 102 Decker Court, Suite 203, Irving, TX 75062, (214) 717-4933, FAX (214) 717-9722; Denver: 8101 East Prentice Avenue, Englewood, CO 80111, (303) 740-8949, FAX (303) 740-9420; Fontana: 14650 Miller Avenue, Unit A, Fontana, CA 92336, (909) 355-1155, FAX (909) 355-3141; Iron Mountain: 1023 River Avenue, Iron Mountain, MI 49801, (906) 774-4111, FAX (906) 774-6287; Raleigh: 101 Stamford Drive, Weston Development, Cary, NC 27513, (919) 677-0571, FAX (919) 677-0388; Rockaway: 100 Enterprise Drive, Suite 230, Rockaway, NJ 07866, (201) 328-0980, FAX (201) 328-1267; Santa Ana: 1936 Deere Avenue, Suite 219, Building F, Santa Ana, CA 92705, (714) 757-1630, FAX (714) 757-1203; Schaumburg: 1101 Perimeter Drive, Suite 100, Schaumburg, IL 60173, (708) 413-1721, FAX (708) 413-0827; Seattle: 33710 Ninth Avenue South, Federal Way, WA 98003, (206) 838-9552, FAX (206) 838-9644

DESCRIPTION: ANTEC Corporation (NASDAQ: ANTC) is an international communications technology company that specializes in the design and engineering of broadband networks and the manufacturing, materials management and distribution of products for fiber and coaxial broadband networks. ANTEC integrates technology into products, products into systems and systems into networks. Through development of the Cable Integrated Services Network (CISN), ANTEC established a migration path for broadband system operators to upgrade to interconnected networks and the public switched telephone network using the SONET platform. CISN offers operators a revenue-driven building approach that requires new capital investment only where the market can support new services. The ANTEC group of companies includes Keptel, Power Guard, Engineering Technologies Group (ETG), Electronic System Products (ESP), Digital Video, and Comunicaciones Broadband.

Antennas

for Communications.....(904) 687-4121

FAX:.....(904) 687-1203

350 Cypress Road

Ocala, FL 34472

PERSONNEL: Ronald S. Posner, Chairman; Leslie D. Spivey, President

DESCRIPTION: Antennas for Communications (AFC) manufactures satellite dish antennas through 7 meters diameter (up to 23 feet) with fixed and motorized mounts, multi-sat feeds for 2 degree satellites, feed systems, conical horn satellite antennas

◆ A-Z LISTINGS

for high terrestrial interference sites, conical horns for microwave links, microwave components, TallGuide ultra low loss waveguide transmission lines for Ku-band uplinks and specialized shelters. AFC has served the communications and cable industry for 30 years.

Anthony's Manufacturing
Service.....(719) 475-PLOW (7569)
National Wats:(800) 383-PLOW
FAX:(719) 475-7569
109 S. Chestnut
Colorado Springs, CO 80905
PERSONNEL: Anthony Studebaker, General Manager
DESCRIPTION: Plow blade manufacturer. Supplier of a full line of blades for any machine and any application. Cable drop and trunk lines pull-blades, irrigation blades, combination pull and drop blades, special installation blades. Custom design and retrofits.

Antronix(908) 446-2626
FAX:(908) 446-2717
Gedi Corporate Park
Englishtown, NJ 07726
PERSONNEL: Danny Tang, Engineering; Jay Shapson, Sales; Katie Blum, Senior Account Representative; Pete Greco, Sales/Operations Coordinator; Colleen Mannion, Administrative/Sales Support
DESCRIPTION: Manufacturers of OMT and Mileneum multi-taps and line passives, house drop passives and associated hardware. Full bandwidth from 750 MHz to 1 GHz.

AOFR Americas Inc.....(214) 644-1394
FAX:(214) 480-9278
800 E. Campbell Road, Suite 108
Richardson, TX 75081
PERSONNEL: Dwain Lawhon, Sales Manager; Caroline McDonald, Office Administrator
DESCRIPTION: AOFR is a manufacturer of fiber optic couplers (splitters) for the public network, CATV and utility industries and equipment manufacturers. AOFR has an extensive range of single-mode, WDM and multimode tree and star couplers and stocks a full range specifically for the CATV industry. These include dual window miniature 1x2 couplers with low excess loss and excellent directivity and reflectivity specifications. Components are designed and tested to ensure premium performance and reliability. AOFR also offers factory connectorization and fiber organizers for containing and mounting fiber, couplers, splices, etc.

Apex Communication Supply Inc.....(208) 762-5064
.....(208) 762-8301
FAX:(208) 772-8576
11100 Airport Drive
Hayden, ID 83835
PERSONNEL: Jon Cooke, Tim Devine, Todd Hughes
DESCRIPTION: Call Apex Communication Supply

(The Secondary Source Specialists) for all your equipment needs. We offer new and refurbished equipment with warranties. Apex is interested in purchasing your surplus cable equipment. 'For an honest transaction to your satisfaction.'

Applied Instruments(317) 782-4331
FAX:(317) 786-9665
5234 Elmwood Avenue
Indianapolis, IN 46203
PERSONNEL: Doyle Haywood, President
DESCRIPTION: Manufacture test equipment for the CATV and broadband LAN industries. Products are: digital signal level meters, spectrum analyzers, SLM calibrators, multi-carrier signal generators, RS-232 RF switches, automatic loss-of-signal switches, and automatic redundant remodulator and translator switches.

Arcom(315) 422-1230
National Wats:(800) 448-1655
FAX:(315) 422-2963
PO Box 6729
Syracuse, NY 13217
PERSONNEL: Peter D. Warburton, Vice President, Sales and Marketing
REGIONAL OFFICES: Southeast (800) 362-5774; West (800) 995-4881; Southwest (800) 372-7266
DESCRIPTION: Arcom manufactures traps, filters and associated equipment including the industry's smallest 4 pole mini-trap. Products include 4 & 6 pole negative, positive and Gaussian traps, tiering, low, high and bandpass filters, drop amplifiers and encode/decode systems.

Arena Services, Inc.(610) 279-8000
FAX:(610) 279-5805
700 West Washington Street
Norristown, PA 19403
PERSONNEL: Wayne T. Arena
DESCRIPTION: We buy, sell and service new and used CATV equipment. We stock a large volume of surplus new and rebuilt CATV related equipment, including headend, distribution, standard and addressable converters, passives, cable, taps, traps, connectors, etc. All service work done in-house. Call on us for all your needs, from bolts to bucket trucks.

Aria Technologies, Inc.(510) 226-6222
FAX:(510) 226-6242
5309 Randall Place
Fremont, CA 94538
PERSONNEL: J.P. McGuinness, President; J.P. Grivich, Vice President; C.R. Borrelli, Eastern Sales Manager; C.S. Pelletier, Operations Manager
REGIONAL OFFICES: Commerce Park, 420 Boston Turnpike, Shrewsbury, MA 01545, (508) 845-6025, Fax (508) 845-6028
DESCRIPTION: Aria Technologies is a manufacturer of premium quality fiber optic cable assemblies. Our singlemode and multimode cable assemblies are used in business applications for telecom, datacom and CATV. Multi-fiber cable arrangements, component terminations, design and engineering services

are available. Other products include cable, connectors, patch panels, bulkheads and termination kits. Same day shipments are available from stock items at both locations.

Armlift
A Division of TG Industries(712) 864-3737
FAX:(712) 864-3848
PO Box 108
Armstrong, IA 50514
PERSONNEL: Terry Luscombe, President; Cathy Eygabroad, National Sales Coordinator
DESCRIPTION: Manufacturer of ArmLift aerial lifts. Telescoping and articulating models up to 38-foot working heights for van and truck mounts. Variety of power sources and full line of options. Complete factory installation available.

Armo Corporation(216) 322-1000
National Wats:(800) 321-7914
FAX:(216) 323-7111
860 Garden Street
Elyria, OH 44035
PERSONNEL: Robert Smith, President; Bill Kloss, Communications Sales Manager; Curt Will, Western Regional Sales Manager; Robert Comstock, Eastern Regional Sales Manager
DESCRIPTION: Manufacturer of products used in the placing of coaxial or fiber optic cable in aerial and underground applications including: Starburst WR (wave rib) high density polyethylene duct, Perma-Guard/CID (cable-in-duct), Shur-Lock MD (multi-duct), Smooth-Cor flexible 4 inch and 6 inch duct, Hydra-Lube cable lubricants, Cable-Prep cable cleaners, sealants, Dandy-Line woven or jacketed aramid fiber and polyester measure/pull tapes, Tension Master cable winching equipment, air-trak air assisted F/O installation unit, and a complete family of tools and accessories for use with the above products.



Arrow Fastener Co. Inc.(201) 843-6900
FAX:(201) 843-3911
271 Mayhill St.
Saddlebrook, NJ 07662
PERSONNEL: Allan Abrams, President; Barry Knispel, Vice President; Richard Mazanec, Vice President Sales and Marketing; Mel Stevens, Director of Advertising.
DESCRIPTION: Stapling machines consisting of a full line of low voltage wiring staple gun tackers, including the new Arrow T59 Wiring Gun Tacker and the U.L. listed #5911 Series Insulated Staple. Their exclusive design allows safe and secure installation of all types of wiring from 1/4 inch (6mm) to 5/16 inch (8mm) in diameter. Monel® and stainless steel staples; rivet tools; rivets; and the full line of heavy-duty professional rules called The Brute™.



Arrowsmith Technologies, Inc.(512) 454-3554
National Wats:(800) 454-3554
FAX:(512) 454-1210

8900 Shoal Creek Blvd.

Building 300

Austin, TX 78757

PERSONNEL: Greg Kozmetsky, CEO; Curt Bilby, President; Matt Hale, CFO; Rod MacDonald, Controller; Jerry Passiak, Director of Sales

DESCRIPTION: Arrowsmith Technologies'

Fleetcon is an advanced operations management system that helps reduce operating costs, improve productivity and increase customer service. Arrowsmith will configure Fleetcon to meet the particular and specific requirements of individual operating systems. Fleetcon is modular in design and can integrate many unique field and office management applications. Fleetcon was developed specifically for the telecommunications industry.

ARVIS Corporation, Inc.(617) 647-7601

National Wats:(800) 272-7847

FAX:(617) 894-9651

1344 Main Street

Waltham, MA 02154

PERSONNEL: Dominic D'Allessandro, President and CEO; Gilbert Moreira, Vice President, Marketing; Peter Moran, Sales

DESCRIPTION: ARVIS manufactures automated advertising insertion, playback and trafficking systems. The ARVIS™ product line combines artificial intelligence with digital video, computer and electronic technology to provide a wide range of commercial insertion capabilities. ARVIS provides trafficking, billing, and accounting software and hardware.

ASC Audio Video Corp.(818) 843-7004

FAX:(818) 842-8945

3816 Burbank Blvd.

Burbank, CA 91505

PERSONNEL: Mark Chatinsky, Jim Preacher

DESCRIPTION: Virtual Recorder® (VR™) systems: leading file server technology to replace VTRs and laser disk machines. VR PlayList for seamless playback of non-sequential segments. VR Sports for slow motion. VR Delay, VR Cache and VR MediaNet enable simultaneous, variably delayed record/playback access to the same media. VR NLE is an on-line non-linear editor.

AT&T(303) 290-2170

FAX:(303) 290-4375

6160 S. Syracuse Way, Suite 100

Englewood, CO 80111

PERSONNEL: S. Tim Gropp, National Sales Manager, CATV; David Garcia, National Sales

Manager, CATV; Don Snow, National Sales Manager, CATV; Tom Tighe, National Market Manager, CATV

REGIONAL OFFICES: Atlanta: Ron Causey, (404) 798-4539; Pittsburgh: Bob Paffenroth, (412) 826-8379; Denver: Michael Kaus, (303) 290-2166; Dallas: Michael Witcraft, (214) 308-2097

DESCRIPTION: AT&T is a manufacturer of optical fiber, optical fiber cable, end-to-end digital interactive multimedia systems and lightwave transmission systems for cable TV. AT&T is a leading supplier of telephone switching systems, bi-directional broadband access systems, ATM switching systems, and operations support systems for network management, field technician dispatch and billing. AT&T supplies turnkey installation services for all product lines.

AT&T Fitel(404) 830-6616

FAX:(404) 836-8820

201 Adamson Industrial Blvd.

Carrollton, GA 30117-9382

PERSONNEL: Keith Jiles, Market Manager; Xavier Mann, Product Manager; John Rogers, Vice President Product Management & Marketing
DESCRIPTION: AT&T Fitel manufactures a broad range of fiber optic cables and components for audio and video transmission. Cables are designed for analog or digital electronics. Products include fiber optic cable (loose tube, PowerGuide and Figure 8) and components (cable assemblies, attenuators, cord and cleavers).



Antenna Technology Communications, Inc.

ATCi - (Antenna Technology

Communications, Inc.)(602) 264-7275

FAX:(602) 898-7667

1128 E. Greenway St. Suite 1

Mesa, AZ 85203

PERSONNEL: Gary S. Hatch, President; Scott Grone, Vice President; Bill Pryle, Director of Sales; Kevin Hatch, Chief Engineer; Tim Peyla, Engineer; Chuck Willman, Director of Marketing

REGIONAL OFFICES: 289 Atlas Street, Simpson, PA 18407 (717) 282-3590, FAX (717) 282-3258
DESCRIPTION: Manufacturer of the Simulsat Multibeam Antenna, capable of receiving 35+ satellites, within a 70° view arc, simultaneously, at C and Ku band. Available in 3, 5, and 7 meter equivalent sizes. New and refurbished parabolic antennas from 1.8 to 32 meters, Profile satellite headend electronics, the Vanguard Instruments VI 2.0 satellite analyzer-receiver-monitor, design, installation and maintenance. Custom global communications solutions.

ATI Incorporated(319) 922-2981

National Wats:(800) 922-2981

FAX:(319) 922-2130

PO Box 266

Delhi, IA 52223

PERSONNEL: Scott Webster, President; Roger Schnittjer, Vice President; Bill Doliber, Vice President Sales; Dave Aldrich, Eastern Region Sales; Mike Tharpe, Western Region Sales
DESCRIPTION: Manufacturer of Bradco attachment trenchers, blades, backhoes, compactors and loaders in several sizes.

ATx Telecom Systems, Inc.(708) 778-2900

FAX:(708) 369-4299

1251 Frontenac Road

Naperville, IL 60563

PERSONNEL: Steve Wolszczak, General Sales Manager, Midwest; Jon Koval, General Sales Manager, East; Tony David, General Sales Manager, West; Camille Abu-Saba, International Sales Executive; Zee Shams, National Strategic Executive; Juan Cerda, International Sales Executive

DESCRIPTION: ATx Telecom Systems, Inc., an Amoco company, is a leading supplier of fiber optic transmission system solutions for the cable television, telephony, wireless, and military markets worldwide. The new Javelin Series of products provides customers with unprecedented power, spectral uniformity, linearity and bandwidth capabilities. A part of the Javelin Series, ATx Telecom's optical amplifier, operating at 1550 nm, features output power of +24 dBm and signal gain of 50 dB.

Audio Rider

Sales phone, Fax:(619) 868-5628

Mfg phone:(602) 961-4047

Mfg fax:(602) 961-4037

650 South Seventy-Ninth Street

Chandler, AZ 85226-4700

PERSONNEL: Robert Childress, President; Greg Clark, Chief Engineer; Ed Harmon, Sales Representative; Dale Keiser, Consulting Engineer; Brian DaSilva, Senior Technical Specialist; Patrick Baxter, Accounting

DESCRIPTION: Audio level measurement and control products for cable headends. Products include complete audio level management systems, rack-mounted monitoring units, and portable monitoring units. O.E.M. custom design and manufacturing of electronic measurement and process control products.

Augat Communication Products Inc.

Worldwide Headquarters(206) 854-9802

.....(607) 739-3844

National Wats:(800) 336-3526

FAX:(206) 813-1001

.....(607) 739-0106

23315 66th Avenue South

Kent, WA 98032

PERSONNEL: Larry Buffington, Division Vice President, General Manager

REGIONAL OFFICES: LRC: (607) 739-3844, FAX (607) 739-0106; Broadband-Fiberoptics: (206) 854-9802, FAX (206) 813-1001

DESCRIPTION: Augat designs and manufactures a broad range of electro-mechanical components for the communications industry, fiber and CATV.

◆ A-Z LISTINGS

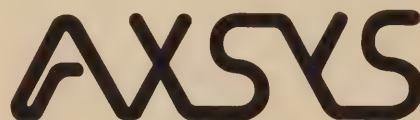
Aurora Instruments, Inc.(215) 646-4636
 FAX:(215) 646-4721
 Dublin Hall, Suite 402
 1777 Sentry Parkway West
 Blue Bell, PA 19422
 PERSONNEL: Laurence N. Wesson, President;
 Nellie L. Cabato, Vice President; Michael Bowman,
 Sales & Marketing Manager
 DESCRIPTION: Fiber optic fusion splicers,
 including the new Fusion 2000, the smallest fully
 automatic fusion splicer available today, and the
 FW310, a self-contained splicing system. Both
 are fully automatic, singlemode splicers featuring
 ease of operation, ruggedness, and versatility.
 Semi-automatic FW305 and the FASE II, a pro-
 grammable, palm sized splicer. Accessories
 include splice trays, tool kits, plastic buffer com-
 pound, splice protection sleeves, cleavers, and
 many other items.

Authorized Parts Co.(708) 658-6900
 FAX:(708) 658-0582
 208 Berg St.
 Algonquin, IL 60102
 PERSONNEL: Thomas Brannam, President; Sandy
 Litten, Midwest Sales
 REGIONAL OFFICES: Rd.1, Box 372, Rt. 30,
 Esperance, NY 12066, (518) 868-2033, FAX (518)
 868-9902, (518) 695-4304
 DESCRIPTION: Nation's leader in repair parts and
 equipment. Full line of new and used converters. All
 makes of converter remote controls. Many makes of
 new and used line gear, including trunk stations, line
 extenders and power supplies.

Auto-Gen Electric/
 Division Mercantile Mfg.(405) 237-3533
 National Wats:(800) 345-1903
 FAX:(405) 233-9008
 1020 E. Garriott
 PO Box 762
 Enid, OK 73702
 PERSONNEL: Dick Roberts, President; David
 Roberts, Vice President; Raymond Gorelick,
 Customer Service Representative
 DESCRIPTION: Manufacturer of portable genera-
 tors, (dual-fuel) gasoline/propane, standby genera-
 tors, underhood vehicle engine-mounted, as well as
 marine cruising generators.

Automated Light
 Technologies Inc.(203) 872-0065
 National Wats:(800) 229-4ALT
 FAX:(203) 872-6439
 P.O. Box 802
 Tolland, CT 06084-0802
 PERSONNEL: Ali Seraj, Sales Manager; Chuck De
 Luca, Executive Vice President; Ron Lavallee,
 Director of Engineering
 REGIONAL OFFICES: California, (510) 484-5897;
 Illinois, (708) 747-9488; Ohio, (419) 589-3737
 DESCRIPTION: Cable monitoring and security
 monitoring system for fiber optic cables, cable
 sheath and OTDR fault locators, sheath and optical
 talk sets, cable and equipment protectors for both
 DC and AC induced voltages.

AVCOM of Virginia, Inc.(804) 794-2500
 FAX:(804) 794-8284
 500 Southlake Blvd.
 Richmond, VA 23236
 PERSONNEL: R. Andrew Hatfield, President; Peter
 Gaglio, Vice President of Operations; Charlie
 Odom, International Sales; Linda Abshire, Sales
 Manager
 DESCRIPTION: AVCOM is a manufacturer of
 portable spectrum analyzers (PSA-65A, PSA-37D
 and PSA-35A), network and spectrum analyzers
 (NASA-1000A), microwave sweep generators,
 (MSG-1000B, MSG-1750A, MSG-5), a portable test
 receiver (PTR-25A), satellite receivers (video, SCPC
 and SCS), microwave video transmitters and
 receivers (MVT-1000A and PSR-1000A) and
 microwave accessories. AVCOM has a full line of
 off-the-shelf products and is also staffed for custom
 projects.



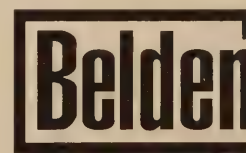
AXSYS Communications, Inc.(203) 774-4102
 FAX:(203) 774-4783
 P.O. Box 571
 Danielson, CT 06239-0571
 PERSONNEL: Laura L. Lehsten, President; Michael
 A. Solitro, Vice President; Julia Crowe, Purchasing
 Manager
 DESCRIPTION: Fiber optic systems-AXSYS pro-
 vides its CATV clients with all the expertise to
 incorporate fiber optics into their system. AXSYS
 offers a full range of turnkey services that includes
 design, installation, testing and activation. Products
 include: cable and assemblies, connectors, splitters
 and hardware.

Azar Computer
 Software Services, Inc.(512) 476-5085
 National Wats:(800) 525-7844
 FAX:(512) 477-7199
 708 W. 8th, Suite B
 Austin, TX 78701
 PERSONNEL: Anthony Azar, President; Gary
 Ruley, Vice President
 DESCRIPTION: The CATvMASTER Cable TV
 'Subscriber' Management System handles the
 monthly billing for cable system operators.
 Contains flexible billing rate table that user main-
 tains. Automatic taxing, franchise taxes handled on
 bill. Coupon billing handled. Handles cash receipts
 accounting including receipt printing, bank drafts
 and lockbox. Provides detail and summary analysis
 of subscriber or rate files. Fully integrated with gen-
 eral ledger, accounts payable, and payroll modules,
 all in the same Journal Master Series (JMS) of busi-
 ness software. Add-on modules of service work
 orders, converter inventory, and scheduling are
 available. Addressability options and ARU connec-
 tivity are also available. PC and Novell (multi-user)
 approved.

B.E. Duval Co.(310) 833-0951
 FAX:(310) 832-9970
 PO Box 5255
 San Pedro, CA 90733
 PERSONNEL: Ben Duval, President; Glenn Duval,
 Vice President Sales; Jeannine Kranich, Sales
 Representative; Dave Lundin, Sales Representative
 DESCRIPTION: Duval Company is a sales repre-
 sentative for Augat LRC, Broadband and Pirelli.
 Duval distributes Eveready batteries. Duval also
 sells used and surplus equipment.

B & K Precision
 Maxtec International Corp.(312) 794-9740
 FAX:(312) 794-9740
 6470 W. Cortland St.
 Chicago, IL 60635
 PERSONNEL: Bob M. Tyler, President and CEO,
 Maxtec International Corp.; Rich Polak, Director of
 Sales, B & K Precision; D.E. Kress, Vice President
 Marketing, Maxtec International Corp; R. Kral,
 Product Manager; G. Elmore, Advertising
 Communications Manager; K. Bird, Product
 Manager
 DESCRIPTION: B & K Precision manufactures a
 broad line of economical test instruments, including
 video pattern generators, up-converters, MTS TV
 stereo generators, oscilloscopes, DMMs, counters,
 AC and DC power supplies, sweep/function genera-
 tors, and PC board and component testers.

Bekaert Corporation(404) 421-8520
 National Wats:(800) 241-4126
 FAX:(404) 421-8521
 1395 South Marietta Parkway,
 Bldg. 500, Suite 100
 Marietta, GA 30067
 PERSONNEL: David D. Foust, Vice President and
 General Manager; Earl Plummer, Market Manager;
 Barbara Bell, Sales Administrator
 DESCRIPTION: World's largest manufacturer of
 steel wire. Suppliers of galvanized strand with a
 complete line of 3 and 7 wire available in 5 grades
 with Class A, B and C coatings. Applications
 include CATV, tower guying, electric utilities and
 metal buildings.



Belden Wire &
 Cable Company(800) 235-3362
 FAX:(317) 983-5656
 PO Box 1980
 2200 U.S. Hwy. 27 South
 Richmond, IN 47375
 PERSONNEL: Peter Wickman, Vice President,
 Operations; John Valentine, Vice President, Sales &
 Marketing, Industrial and Broadband Products; Jim
 Hughes, Sales & Marketing Manager, Broadband
 Products; Al Bierman, Product Marketing Manager,

Broadband Products; Russ Eldore, National CATV Sales Manager

DESCRIPTION: ISO 9000 registered manufacturer of coaxial drop cable and fiber optic trunk cable. Drop cable products include Series 6, 7, 11 and 59 in aerial, burial and indoor designs with UL/NEC ratings. Fiber optic trunk cable available in multi-fiber per tube design in armored and all dielectric versions. Other products include headend, plenum, riser and audio cables.

Bellcore(708) 960-6000
National Wats:(800) TEACH-ME
FAX:(708) 960-6360

6200 Route 53
Lisle, IL 60532

PERSONNEL: Jane Perlmutter, Executive Director of Training & Education; Rob Davis, Director of Training Labs; Al Rodriguez, Manager, Broadband Product Line

DESCRIPTION: Bellcore Training & Education Center (TEC) delivers human performance improvement solutions to help customers manage new and emerging telecommunications technology. With the main facility 25 miles west of Chicago, training takes place at sites internationally and through flexible delivery modes (e.g., computer-based training and videotapes). The interconnected, hands-on training labs in Lisle feature switching, network operations, transmission, and network applications equipment from multiple vendors, simulating customer environments. Four hundred courses cover 40 disciplines; customization is available.

Benner-Nawman Inc.(707) 746-0500
National Wats:(800) 992-3833
FAX:(707) 745-0681

3070-B Bay Vista Court
Benicia, CA 94510

PERSONNEL: Edward R. Kientz, President; Mel Kientz, Senior Vice President; Jack Keely, Vice President International Sales; Lon Brown, Vice President Western Operations; Don Funk, Vice President Eastern Operations

DESCRIPTION: Benner-Nawman manufactures termination and distribution service cabinets and specialty tools. These products are sold through national CATV distributors.

Berry Test Sets(402) 498-8400
FAX:(402) 493-5100

11422 Miracle Hills Drive
Suite 500
Omaha, NE 68154

PERSONNEL: Don Carley, Don Brehm, Daryl Ingalsbe

DESCRIPTION: Manufacture and distribute a full line of analog and digital circuit transmission measuring equipment - T carrier - DS-1-D-0.

Beta Tech Communications, Inc.(602) 931-8977
FAX:(602) 451-7712
5816 W. San Miguel Avenue #A3
Glendale, AZ 85301

PERSONNEL: LaJunta Monroe, President; Don Walden, Manager

DESCRIPTION: Electronic equipment repair. CATV, MATV, SMATV, headend, trunk, distribution, power supplies, converters and test equipment repairs. Purchase of used and excess CATV equipment. Sale of reconditioned CATV equipment.

Bigham Cable Construction, Inc.

Bigham Cable Construction Inc.(904) 932-6869

FAX:(904) 932-6869
PO Box 903

Gulf Breeze, FL 32562

PERSONNEL: Harold Bigham, President
REGIONAL OFFICES: Greenville, SC (803) 676-9971; Spartanburg, SC (803) 582-0874

DESCRIPTION: Bigham Cable offers aerial construction, underground construction, installs, splicing and balancing for the CATV industry, maintenance and extensions. Specializing in rebuilds and fiber optic installation.

Biro Engineering(609) 883-9866
FAX:(609) 883-2702

Box 2175
Princeton, NJ 08543

PERSONNEL: Steven Biro, President; Judith Biro, Vice President; Mark Warner, Sales Manager; Dick Wallace, Field Engineer

DESCRIPTION: Consulting engineers for the CATV industry, due diligence engineering appraisals of CATV systems, CLI flyover system leakage testing by helicopter, Grade 'B' contour verification tests and reports, summation sweep testing of cable plants, TVRO installation proofs and troubleshooting, on-site terrestrial microwave interference measurements, off-air TV signal surveys, computerized FM frequency coordination studies, computer printed/computer calculated antenna-array designs.

BK Labs, Inc.(714) 546-7712
National Wats:(800) 635-8469

FAX:(714) 546-7014

3633 W. MacArthur
Suite 411
Santa Ana, CA 92704

DESCRIPTION: We buy, sell, repair and modify: microwave, headend, test and distribution equipment. Factory authorized Alpha warranty repairs, huge inventory of reconditioned equipment. Manufacturer's representative.



Blonder Tongue Laboratories, Inc.(908) 679-4000
FAX:(908) 679-4353

One Jake Brown Road
Old Bridge, NJ 08857

PERSONNEL: James A. Luksch, President; Robert J. Palle, Executive Vice President; Glenn Stawicki, Eastern Regional Sales Manager; Ed Curreri, Midwestern Regional Sales Manager; Chuck Fitzer, Director of Sales; James Lacey, Western Regional Sales Manager

DESCRIPTION: Full line of pre-fabricated headends, antennas, downconverters, earth station receivers, low noise amplifiers, channel converters, modulators, IRDs, demodulators, power supplies, off premise systems, scramblers, encoders, audio processors, signal processors, broadband amplifiers, preamplifiers, passives and whole house systems.

Blough Enterprises(814) 445-5229
FAX:(814) 445-3967

R.D. #2 Box 121-D
Friedens, PA 15541

PERSONNEL: Debbie Blough, Owner
DESCRIPTION: Blough Enterprises specializes in CATV design and mapping. Featuring both Autocad in conjunction with Lode Data Software and Microstation in conjunction with Focus Software. We produce top quality maps at competitive rates and in time to meet your deadlines.

Bob Fischer
Company, Inc.(609) 541-0120
National Wats:(800) 852-0120
FAX:(609) 541-2546

2765 Lincoln Avenue
Camden, NJ 08105

PERSONNEL: Bob Fischer, President
DESCRIPTION: Manufacturer of the Economan Aerial Ladder - the lightweight, economical alternative to bucket trucks. Also service all makes of aerial ladders and bucket trucks for the cable TV industry. USA distributor of the Telelift aerial ladder.

Bosch Telecom, Inc.(301) 670-9777
FAX:(301) 670-3992

9201 Gaither Road

Gaithersburg, MD 20877-1439

PERSONNEL: Jost A. Spielvogel, CEO; Dick Hampton, Director National Accounts; Tim Reynolds, Product Development Manager; Denise Beckett, Marketing Specialist

DESCRIPTION: Bosch Telecom, Inc. (formerly ANT Telecommunications) is a member of the international Bosch Group of companies with a combined revenue of more than US \$20 billion.

◆ A-Z LISTINGS

Serving the NAFTA market with a variety of system solutions in telecommunications, Bosch manufactures, distributes and markets products for broadband network applications including optical fiber amplifiers, WDM systems, dispersion compensators, protection switches, video distribution products, and DS3 transmission and access equipment.



BRITISH-AMERICAN COMMUNICATIONS, INC.

British-American Communications, Inc.(818) 951-3900
State Wats:(800) 278-3900
FAX:(818) 951-2951

6847 Foothill Blvd.

Tujunga, CA 91042

PERSONNEL: Michael Bridges, Owner/General Manager; John Cheeseman, Owner/Chief Engineer
DESCRIPTION: Designers and builders of distribution systems, post- and pre-wiring, headends and commercial satellite communications systems of all types; owner/operators of private cable systems in downtown and west Los Angeles, Century City, Studio City, Marina Del Rey, and Riverside, CA.

Broadband Cascades(904) 331-8848
FAX:(904) 331-8848

6010 N.W. 132nd Street
 Gainesville, FL 32653

PERSONNEL: Randy Abernathy, Systems Designer
DESCRIPTION: Broadband Cascades provides a complete line of engineering services for CATV system projects including design, drafting, strand mapping, and permitting. Emphasis is on efficient yet functional system design in order to reduce materials cost, while providing high quality signal to subscribers. Furthermore, cost of maintaining and servicing the plant after 'fire-up' is a prime consideration. Finally, the accuracy and quality of our drafting is among the best in the industry today.

Broadband Data Communications, Inc.(913) 345-2112
FAX:(913) 345-0107

10935 West 116th Terrace
 Overland Park, KS 66210

PERSONNEL: Eldon L. Miller, President
DESCRIPTION: Broadband Data Communications is a full service company, specializing in design, splicing, activation and certification services. BDC has been active in the CATV industry since the early '70s, and in two-way broadband coaxial systems since the early '80s. We are currently heavily involved in the rapidly expanding hybrid fiber/coax (HFC) area, providing consulting, design and engineering services.

Broadband Networks, Inc.(814) 237-4073
FAX:(814) 234-2841
 Suite B, 2820 East College Avenue
 State College, PA 16801

PERSONNEL: Robert J. Beaury, President; Thomas N. Donahue, Vice President, Sales & Marketing; James Gardner, Sales Engineering; Ron Eicherlaub, Sales Engineering; Sandra Howe, Sales Engineering
DESCRIPTION: Manufacturer of fiber optic transmission equipment and video switching systems. Markets/applications served include distance learning, video conferencing, campus networking and security monitoring. Specialists in the design of interactive networks for video and data applications.

Brumfield Network COMMUNICATIONS

Brumfield Network Communications(510) 522-3820
National Wats:(800) 839-4262
FAX:(510) 522-5908

1420 Harbor Bay Parkway

Suite 195

Alameda, CA 94502

PERSONNEL: Ruth Brumfield, President; Lisa Bayle, Operations Manager

REGIONAL OFFICES: Warehouse facilities:

Bensenville, IL; Fontana, CA; Cary, NC

DESCRIPTION: Brumfield Network Communications is a minority-owned, full-line supplier of products and services needed to construct and maintain a broadband communications network. Through a strategic alliance with ANTEC, Brumfield Network Communications fortifies its capabilities to offer customers a wide range of products supported by local sales representation and a full complement of value-added services. Partnerships with world-class manufacturers promote the development of customer-driven product solutions, and assures a comprehensive offering of brand-name, premium products backed by full factory warranties, including: headend and central office products; transmission systems; fiber optic cable and systems; outside plant products; cable/wire and connectors; data products; customer premise equipment; test measurement and restoration equipment and tools and safety products. With a link to a complex, nationwide delivery network, Brumfield Network Communications offers expedient turnaround, on-line order tracking and just-in-time delivery for orders of any size.

Budco

Budco(918) 252-3420
National Wats:(800) 331-2246
FAX:(918) 252-1997

PO Box 3065

Tulsa, OK 74101

PERSONNEL: David Allen, National Sales

Manager: Steve Allen, Southern Sales Manager; Bob Brantlinger, Eastern Sales Manager; Diana Graham, Customer Service; Melissa Encarnacion, Customer Service; Michelle Frazier, Customer Service
DESCRIPTION: Budco is a marketing and distribution company for installation tools, marking products, and identification products for cable plant and equipment. Distributor for Aervoe - Pacific, Arrow, Benner Nawman, Brady, Cablematic, Cable Prep, Cable Pro Tools, Cable Ready, Cable TEK, DFS, Diamond, Engineering Unlimited, F-Conn, Jameson, Klein Tools, Lemco, Lowell, M&B, Masterlock, Preformed, Primex, Redington, Repnet, Sargent, Sturgeon Bay, Tech Products, Times Fiber, Tyton and Work Area Protection. And, as always, the source for the Taplock, the industry standard for marking drops.

Business Systems, Inc.(803) 297-9290
FAX:(803) 297-9213

One Marcus Drive #101

P.O. Box 26868

Greenville, SC 29616

PERSONNEL: Bill Cox, President

DESCRIPTION: BSI's Cable Television Management System, CTMS, is a billing subscriber management package that is ideally suited for wireless cable television companies. In addition to order entry, dispatching, management reporting, marketing tools and collections provided by CTMS, BSI also offers a laser printing and mailing service for bill printing, insert production, direct mail and collection letters. Custom programming and toll free support (including after hours and weekends) are additional features in BSI's total solution for cable television companies.

C.I.S. (Communications Information Software, Inc.)(404) 448-0977
FAX:(404) 242-8583

6855 Jimmy Carter Blvd.

Suite 2200

Norcross, GA 30071

PERSONNEL: Jeffrey C. Eichler, President; John J.

Dogariu, Sales Manager; Frank Collias, Business

Development Manager

DESCRIPTION: C.I.S. is the developer of the well known FOCUS software. FOCUS is used to design broadband networks for the telco, cable and utility industries. It is comprised of four modules (land base/strand, RF Design, Fiber Design and Subscriber Data) which can be independently purchased. Using its open architecture, FOCUS is able to interface with external operations, marketing, customer service and billing systems. Its graphical/GIS base, short learning curve and robust functionality yield high levels of productivity and make it ideal for the design intensive broadband industry.

C-COR[®] ELECTRONICS INC

C-COR Electronics, Inc.(814) 238-2461
National Wats:(800) 233-2267
FAX:(800) 238-4065

60 Decibel Road
State College, PA 16801
PERSONNEL: Richard E. Perry, Chairman/CEO; Daniel Finch, President/COO; Jack B. Andrews, Vice President Finance/Treasurer; Robert E. Hoffman, Vice President Engineering; William W. Provett, Jr., Vice President Manufacturing/Operations; David J. Eng, Vice President Sales/Marketing; John A. Hastings, Director of Sales; David A. Jordan, Director of Marketing
REGIONAL OFFICES: Dick Taylor, Eastern Sales Director, Headquarters; Western Sales Director, 12742 East Caley Avenue, Suite A, Englewood, CO 80111, (303) 799-1100; Joe Cost, Regional Account Executive, 3306 Ozlas Road, Eaton, OH 45320, (513) 456-1935; Robert Freedlund, Regional Account Executive, 2806 Elizabeth Court, Bloomington, IN 47401, (812) 344-2661; Leroy A. Stump, Regional Account Executive, RD #1, Box 392, Palmyra, PA 17078, (717) 469-7285; Michael V. Crotts, Regional Account Executive, 4938 Dana Drive, Kennesaw, GA 30144, (404) 928-6922; Jim F. Rushing, Regional Account Executive, 555 Republic Drive, Suite 200, Plano, TX 75074, (214) 578-0071; Thomas Harbourn, Regional Account Executive, 7850 El Paso Grande, La Jolla, CA 92037, (619) 454-0343; Bob Hoover, Regional Account Executive, 124 Willow Drive, Shippensburg, PA 17257, (717) 532-6166; Dave Rouza, Regional Account Executive, 32180 S.W. Armitage Ct. N., Wilsonville, OR 97070, (503) 694-5663; Joe Santer, Regional Account Executive, 16036 Potawatomi Street, Andover, MN 55304, (612) 421-4991
DESCRIPTION: C-COR, founded over 40 years ago, provides high quality electronic equipment used in cable television and broadband communications systems worldwide. Principal products include digital and AM fiber optics, amplifiers up to 750 MHz and 1 GHz, status monitoring, modems, passives and power supplies. C-COR offers a variety of professional services, including technical assistance, network design, field engineering, technical training, equipment repair, a 48-hour emergency repair service and a 24-hour hotline. C-COR's headquarters is in State College, PA with production facilities in Tipton, State College and Reedsville, PA. C-COR's digital fiber optic design and manufacturing operation is located in Fremont, California. C-COR maintains offices in Denver, Colorado; Toronto, Canada; Almere, The Netherlands; Singapore; and Hong Kong.

Cable AML Inc.(310) 793-0812
FAX:(310) 793-0817
20000 Mariner Ave
Suite 450
Torrance, CA 90503
PERSONNEL: Dr. F.J. (Paco) Bernues, President; Norman Woods, Vice President

Cable Constructors, Inc.(906) 774-6621
National Wats:(800) 338-9299
FAX:(906) 774-9120
105 Kent Street
PO Box 190
Iron Mountain, MI 49801

PERSONNEL: Jeffery G. Michaud, Director of Marketing; David C. Sanders, Vice President of Engineering; Ron DeMarse, Vice President of Central Operations; John P. Jamar, Executive Vice President
REGIONAL OFFICES: Southeast Region: Les Smith, VP Southeast Operations, (813) 293-2103, 141 Fifth St. NW, Winter Haven, FL 33880; Eastern Region: Al Haefner, Area Representative, (704) 684-4491, 14 Wildwood Circle, Fletcher, NC 28732
DESCRIPTION: Aerial and underground rebuild, upgrade and newbuild engineering and construction. Fiber and coaxial systems including mapping, design, material supply and management, coaxial and fiber cable construction, fusion splicing, splicing, activation, sweep, balance and documentation. Complete turnkey CATV project management.

Cable Engineering, Inc.(502) 589-2848
National Wats:(800) 626-2715
State Wats:(800) 221-0030
FAX:(502) 589-5023
PO Box 4086
Louisville, KY 40204
PERSONNEL: Phillip N. Lacy, President; Danny Hoover, Vice President, LAN/PCS; Mike Russell, MAP/CAD; Ron Beckman, Installation; Mark Pugh, E-911
DESCRIPTION: Engineering: Electronic test and alignment: turn on, sweep balance; two-way alignment, proof-of-performance, frequency upgrade, system technical evaluation for municipalities, and/or purchasers, cumulative leakage index test and repair. Institutional network ('PCS' Personal Computer Services) implementation of data, video, telephone and monitoring functions. Local area network implementation, maintenance, alignment, test, repair, splicing and evaluation for protocol compatibility. Map: Design, (CATV, Fiber, LAN) strand mapping, CAD drafting, (Lynx/AutoCAD), graphic services, computer aided design, engineering of MDU, and consultation, and implementation of enhanced 911 systems. The company provides technical services to cable television companies, local area network operators, universities, municipalities, vendors and contractors seeking to build or rebuild systems. Extensive background in LAN, as well as CATV, enables us to address PCS services.

Cable Express, Inc.(614) 855-7088
National Wats:(800) 875-2225
FAX:(800) 783-0222
.....(614) 855-0222
8075 Bevelheimer Road
Westerville, OH 43081
PERSONNEL: Chris M. Steininger, V.P., Ohio Representative; Marc S. Boban, Regional Manager, Pennsylvania Representative; Frederick P. Steininger, President; David W. Bay, Vice President, Operations
REGIONAL OFFICES: Columbus, Toledo, Youngstown and Pittsburgh
DESCRIPTION: Services offered: Professional cable television installations, MDU prewire/post-wire, audits, drop burial, rebuild/redrop, DBS installations, telephone installation, network installation. Specializing in customer relations and satisfaction to

enhance the client's image within the community. Operating 150 uniform company vehicles in Ohio, Pennsylvania, Michigan, West Virginia, Kentucky and Indiana.

Cable Innovations Inc.(404) 962-5146
National Wats:(800) 952-5146
FAX:(404) 962-6133
288 King Arthur Dr.
Lawrenceville, GA 30245
PERSONNEL: Larry Filson, President; Bill Brookhiser, Vice President Engineering; Phil Glade, Vice President Sales; Mike Aquino, Vice President Operations
DESCRIPTION: The next generation of surge suppression: Cable Innovations. New CLPS-4065 Cable Line Power Suppressor and CLPS-4065SPI suppression with power inserter. The CLPS-4065 takes power surges, spikes, transients and lightning directly to pole vertical ground from cable center conductor. The CLPS-4065 senses an overvoltage in less than 1 nanosecond. It will take 40 amps continuous and 3000 amps for 8.3 milliseconds, less than 1db insertion loss to 1 GHz better than 20db return loss to 1 GHz.

Cable Instrument Services Corp.(800) 359-5637
FAX:(317) 964-5537
335 W. Oak Street
Union City, IN 47390
PERSONNEL: Jim G. Loy, President; Kitty Curtner, Office Manager; Timothy King, Customer Service Manager
DESCRIPTION: Cable Instrument Services Corp. offers fast, dependable repair and calibration of RF CATV test equipment. Upgrades to most Wavetek equipment of 450, 550 and 750 MHz and analog to digital are now available. Also available are the printer and memory options for the 1865 sweep. CISCO also buys and sells used/refurbished test and line equipment. Call for a price list and warranty information. Service contracts are available. Average repair turnaround is five days.

Cable Leakage Technologies, Inc.(214) 907-8100
National Wats:(800) 783-8878
FAX:(214) 907-2950
1111 International Parkway
Suite 110
Richardson, TX 75081
PERSONNEL: Wayne Havens, President; Mike Ostteen, Vice President, Technical Products Manager; Ken Eckenroth, Vice President, Technology; Perry Havens, Vice President, National Sales Manager
REGIONAL OFFICES: Cable Technology Associates, Inc., 160 D. Park Circle, Ste. 1, Syracuse, NY 13209, (315) 451-9450, (800) 437-3100, FAX (315) 451-9453, Tom Gregg, Peter Chunka; Cable Equipment Corp., 800 E. Campbell Rd., Ste. 199, Richardson, TX 75081, (214) 699-0900, (800) 369-0635, FAX (214) 699-1412, Al Laughlin; Comse Sales, 75 Grayson Industrial Pkwy., Grayson, GA 30221, (404) 963-7870, (800)

◆ A-Z LISTINGS

241-1232, FAX (404) 962-7539, John Weeks; Mega Hertz Sales, 6940 S. Holly Circle, Ste. 200, Englewood, CO 80112, (303) 779-1717, (800) 525-8386, FAX (303) 779-1749, Steve Grossman; NCS Industries, Inc. (215) 362-7950, FAX (215) 362-8449, (800) 523-2342, Jerry Quinn; W. Whitaker & Associates, P.O. Box 6327, Lafayette, IN 47905 (317) 447-3345, (800) 433-8775, FAX (317) 447-5064, Wendell Whitaker; Glade Communication Equip. Co., 2691 151st Place N.E., Redmond, WA 98052-5516, (206) 869-4116, (800) 347-0048, FAX (206) 869-4119, Bruce Gladner; Wavetek Communications Division Inc., 9145 Balboa Ave., San Diego, CA 92123, (619) 279-2200; Wavetek Communications Division Inc., 13541 Wichita Dr., Magalia, CA 95954 (916) 873-1550, Al Silva; 5805 Churchman Bypass, Indianapolis, IN 46203, Imad Bannavrah
DESCRIPTION: Manufacturer of the Wavetracker digital RF tracking/mapping system utilizing state-of-the-art GPS (global positioning system), the Wavetek CLM 1000 signal leakage meter, and the Searcher Plus by Trilithic. Deltawave differential GPS base station, for improved accuracy from GPS satellites tracking vehicle.

Cable Link, Inc.(614) 221-3131
 FAX:(614) 222-0581
 280 Cozzins St.
 Columbus, OH 43215
PERSONNEL: Brenda Thompson, President; Bill Holehouse, Vice President of Sales & Marketing; E. Charles Hanchett, Vice President of Engineering; Stan Smith, General Sales Manager; Judy Vasquez, International Sales
DESCRIPTION: Cable Link is a worldwide leading supplier of remanufactured CATV equipment specializing in addressable systems and line gear. Repair and sales of Jerrold, Scientific-Atlanta, Hamlin and Oak converters; Sylvania, Magnavox, Scientific-Atlanta and Jerrold linegear; Scientific-Atlanta, Jerrold and Cadco headend products. Distributor of Holland products. Cable Link manufactures Microtrol Plus 100, an addressable system designed for the small-to-medium sized cable system worldwide.

Cable Man, Inc.(601) 374-5832
 FAX:(601) 374-2198
 292 Oak Street
 PO Box 393
 Biloxi, MS 39533
PERSONNEL: David A. Gary, President; Charlotte Circello, Comptroller Operations; Carol Smith, Secretary/Treasurer; James Dixon, Fiber Optics; Tom Marshall, Technical; Mike Lowery, Underground
REGIONAL OFFICES: Southeast Region, Biloxi, MS (601) 374-5832, (800) 237-5242; Baton Rouge, LA (504) 272-7037
DESCRIPTION: Complete turnkey construction includes engineering, mapping, design, aerial & underground, splicing, proof testing, rebuilds/upgrades, fiber optic, residential installations, MDU wiring, subscriber sales and audits.

CablePrep

Tools You Trust.

Cable Prep®
Ben Hughes Communication
Products Co.(203) 526-4337
National Wats:(800) 394-4046
FAX:(203) 526-2291
 207 Middlesex Ave.
 PO Box 373
 Chester, CT 06412-0373
PERSONNEL: Deborah Morrow, President; David Morrow, Vice President; Patricia Anderson, Inside Sales; Scott Crysler, CATV National Sales
DESCRIPTION: Manufacturer of Cable Prep® tools. Hex crimp tools for fiber optic cables, CATV, MATV, STV and standard RF connector applications. Coring and stripping/coring and jacket stripper tools for all major cables (Cable Flex, Times Fiber, Comm/Scope PIII and Quantum Reach). The CPT series tools for drop wire cables sizes 6, 59, 7 and 11. The MRT series tools for quick and easy messenger removal, and the TerminX compression mechanism for 6 and 59 series cable and connectors, the CT-659 for Raychem's EZ Squeeze fittings and a variety of accessory tools items. Product is available through major distributors.

Cable Pro
 division of CableReady, Inc.(303) 288-0702
 National Wats:(800) 222-2142
 FAX:(303) 288-4769
 470 E. 76th Avenue #3
 Denver, CO 80229
PERSONNEL: Randy Holliday, President; Susan Stockstill, Vice President of Sales; Beverly Wrensch, Controller; Michelle Morley, Sales Associate; Eric Kesinger, Product Manager
DESCRIPTION: Cable Pro manufactures high quality cable installation tools. All tools are made utilizing a modern high tech CNC machining process that guarantees high quality and precision. The tools manufactured include: security, trap, and torque wrenches, terminating tools, cable caddies, underground tools, cable strippers, buzz and toner boxes and crimpers. All tools backed with a one-year warranty.

Cable Security(334) 742-0050
 National Wats:(800) 288-1506
 FAX:(334) 742-0058
 506 Walker Street
 PO Box 2796
 Opelika, AL 36801
PERSONNEL: Curt B. Cope, President; Mike W. Springer, Senior Vice President, Sales; Richard A. Simile, National Sales Manager; John S. Demos, International Sales Manager; Marty deAlminana, International Sales Engineer; Dave Cushman, Broadband Engineer
REGIONAL OFFICES: James B. Poynton, Northeast/Midwest Division Sales Manager; Ernie

L. Cope, Southeastern/South Central Division Sales Manager; Matt Arnoldus, Western Division Sales Manager
DESCRIPTION: Manufacturers of the Beast™ lines of high security, low maintenance apartment boxes featuring our superlock and self-locking Superlock system; distributors of padlocks and metal riser guard. The Beast™ and the Ground Beast™ pedestal is the number one high security apartment box in the telecommunications industry. It will stop MDU cable theft! We guarantee it.

Cable Services
 Company, Inc.(717) 323-8518
 National Wats:(800) 326-9444
 FAX:(717) 322-5373
 2113 Marydale Avenue
 Williamsport, PA 17701-1498
PERSONNEL: John M. Roskowski, President; Gene Welliver, Vice President; Neal Kimberling, Vice President Turnkey Accounts
DESCRIPTION: Distributors of a complete line of CATV products, both coaxial and fiber optics. Complete in-house turnkey construction services which include strand mapping, design, aerial and underground construction and system engineering for both coaxial and fiber optic plant. In-house repair service for all manufacturers of headend and distribution equipment.

Cable Spinning
 Equipment Co.(612) 354-2081
 National Wats:(800) 428-9267
 FAX:(612) 354-2083
 Box 308, 100 West Central
 New London, MN 56273
PERSONNEL: Jeanine Innes, President; John Innes, Marketing/Sales Manager
DESCRIPTION: Cable Spinning Equipment Co. manufactures cable lashers, aerial cable placing equipment, lashing wire, and tools.

Cable System
 Survey Company(616) 781-3455
 National Wats:(800) 843-1535
 FAX:(616) 781-5177
 126 W. Michigan Ave.
 Marshall, MI 49068
PERSONNEL: Thomas N. Tetreault, President; Carol Cleveland, Production Manager
REGIONAL OFFICES: 1 East Main Street, Suite 2, Middletown, DE 10709
DESCRIPTION: Cable System Survey Company provides technical services such as system mapping, make ready, system design, manual or CAD drafting and integrated CAD/broadband design services. The company also provides other specialized services including house counts, demand surveys, property research and consultations. A full line of related graphics services such as base maps, enlargements, reductions and CAD plotting are also available. Offering an approach to every project that allows the customer maximum flexibility in project specifications.

CABLE TECHNICAL SERVICES

Cable Technical Services(214) 241-4169
FAX:(214) 243-4348
11226 Indian Trail
Dallas, TX 75229

PERSONNEL: Thomas J. Sibigroth, President;
William F. Moss, Vice President of Operations;
Herb Jackson, Manager; Austin Installs; Mark
Stafford, Manager, Ft Worth Installs
REGIONAL OFFICES: 909 C West Mary, Austin,
TX 78704, (512) 441-1556; 3304 Reagan Dr., Ft
Worth, TX 76116, (817) 560-8880
DESCRIPTION: Residential and commercial instal-
lation services, including Austin, TX (Time Warner)
and Fort Worth, TX (Sammons). Over 80 installers
and 500 work orders per day. Over 300 miles aerial
rebuild, over 1,000 miles of sweep. Fiber optic con-
struction, fiber splicing, coax construction, upgrades,
sweep specialists, commercial installations, drop
transfers, turnkey.



Cable Technologies International, Inc.
Suite 300, 2500 Office Center, Willow Grove, PA 19090-1224

Cable Technologies International, Inc.(215) 657-3300
FAX:(215) 657-9578

2500 Office Center, Suite #300
Willow Grove, PA 19090-1224
PERSONNEL: Pete Morse, President
DESCRIPTION: Sale/purchase of new and refurb-
ished converters - plain, pay, addressable - all man-
ufacturers; the most extensive line of new remote
control units for all converters, including the Clicker
family of universals and custom handheld designs;
batteries; CATV parts including hard-to-find ones for
all types of subscriber equipment; video switchers;
extensive line of fiber optic receivers/transmitters for
distance learning/security and other unique applica-
tions; headend modulators/processors; PPV equip-
ment; low cost character generators; consulting for
cable operators in use of IPPV and addressability.

Cable Technologies International
of New York(518) 875-6101
FAX:(518) 875-6388
PO Box 278, Rte. 20
Esperance, NY 12066
PERSONNEL: Jim Chamberlain, Manager; Paula
Bever, Office Manager; Rudy Moentmann, Plant
Manager; Tom Johnson, Sales; Gene Civitello, Sales
Representative

Cable Television
System Services(800) 837-7611
FAX:(616) 665-4774
11387 Valley Drive
Galesburg, MI 49053
PERSONNEL: Todd Borst, Owner; Gwen
Valenzuela, Owner
DESCRIPTION: A signal leakage detection service,
CLI drive-outs and reports covering the U.S. Over

700 CLI drive-outs and reports completed. Leakage
correction service. Proof testing service.

Cable TV Supply Co., L.P.(818) 457-7252
FAX:(818) 457-7260

1000 South Fremont
Alhambra, CA 91803
PERSONNEL: George Acker, Chairman; Mark
Engler, President; Charles Duvall, Sales; Tim
Orzech, Sales, Cleveland; Jackie Kennedy, Sales,
Atlanta; Kirk Ward, Sales, Carson; Neil Serrifin,
Sales, Denver
REGIONAL OFFICES: Cleveland, OH, (216) 243-
5999, FAX (216) 243-4493; Atlanta, GA, (404) 513-
1799, FAX (404) 339-8619; Carson, CA, (310) 527-
6262, FAX (310) 527-6257; Denver, CO, (303) 674-
9887, FAX (303) 674-7881
DESCRIPTION: Full line distributor of products to
build and maintain telecommunication systems,
including pole line hardware, cable, electronics,
tools, safety equipment, connectors and fiber optics.

CableBus Systems Corp.(503) 235-1241
FAX:(503) 235-1261

15 SE 6th Ave.
Portland, OR 97214
PERSONNEL: Clifford B. Schrock, President;
Byron Johnston, General Manager
DESCRIPTION: For the past 15 years we have
designed and manufactured high quality interactive
broadband communications equipment encompass-
ing data, video, voice, residential and telemetry/con-
trol areas. Systems include residential security, cam-
era control, cost-effective multidrop modems,
remote meter reading, and drop-in replacement for
wire and lease line applications.

CableCom, Inc.(404) 482-7612
National Wats:(800) 241-2105
FAX:(404) 428-5914

6792 Tribble Street
Lithonia, GA 30058
PERSONNEL: John Ekstrom, Chairman & CEO;
Robert Long, President, Eastern Region; Larry
Wallace, President, Central Region; Mike Gepford,
President, Western Region
REGIONAL OFFICES: 2110-C Smith Flat Road,
Placerville, CA 95667; P.O. Box 399, Hwy 13 North,
Kimberling City, MO 65686
DESCRIPTION: All phases of CATV and broad-
band communications construction: Aerial, under-
ground, rebuild, newbuild, retrofit, turnkey-fiber and
coaxial.

Cablecon Connectors(602) 269-6431
National Wats:(800) 829-4529
FAX:(602) 272-7372

5205 South 31st Place
Phoenix, AZ 85040
PERSONNEL: Ken Wood, Director of Sales &
Marketing
DESCRIPTION: Cablecon Connectors manufactures
a complete line of trunk and distribution connectors
for broadband coaxial cable as well as drop connec-
tors for all types of drop cables. We also offer our

CABLEREADY, INC.

A-Z LISTINGS ♦

line of environmentally sealed EPA drop connectors
and fiber entry connectors. We are a responsive ser-
vice-oriented manufacturer with competitive prod-
ucts.

cable data

CableData(916) 636-5800
FAX:(916) 636-5645

11020 Sun Center Drive
Rancho Cordova, CA 95670
PERSONNEL: Michael McGrail, President; Linda
Cutler, Director of Marketing Communications; Dan
Fowkes, Vice President of North American Sales;
Sally Shuler, Vice President of Major Accounts
DESCRIPTION: CableData offers transaction man-
agement systems and billing services which provide
savings through operational efficiencies and
avenues for improved customer satisfaction.
CableData's state-of-the-art statement production
and mailing facility provides high speed statement
turnaround for the cable and telecommunications
industries, and is the largest First-Class mailer in
the United States.

Cablemasters Corp.(814) 838-1466
National Wats:(800) 242-2522

FAX:(814) 838-8713
5663 Swanville Road
Erie, PA 16506
PERSONNEL: Bernie Czarnecki, President; Harry
A. Fried, Vice President of Administration; Steve
Wiencek, Construction Manager (Aerial Plant); Bill
Little, Construction Manager (Underground Plant);
David Hall Jr., Director of Fiber Optics; Bill
DiPlacido, Data Networks
DESCRIPTION: Aerial and underground construc-
tion services. Complete in-house fiber and RF splic-
ing and testing. Emergency fiber optic maintenance.
LAN network services.

CableReady, Inc.(303) 288-8107
National Wats:(800) 222-2142

FAX:(303) 288-4769
470 E. 76th Avenue
Bldg. #3
Denver, CO 80229

PERSONNEL: Randy Holliday, President; Susan
Stockstill, Vice President of Sales; Beverly
Wrensch, Controller; Michelle Morley, Sales
Associate; Eric Kesinger, Product Manager
DESCRIPTION: CableReady, Inc. manufactures a
protective molding system for MDUs, college
dorms and commercial buildings that not only
exceeds industry standards, but is also cost com-
petitive. Made of custom painted 26-gauge hot
dipped galvanized steel, the molding and custom
fittings are backed by a 15-year warranty. The
product comes in four colors to blend into the
background.

◆ A-Z LISTINGS

CableShope Inc.(518) 489-2100
 FAX:.....(518) 489-0269
 One Prospect Avenue
 Albany, NY 12206
 PERSONNEL: Ned Zibro, President; Mike Hartnett, V.P. Sales; John Keimer, National Sales Manager; Rick McGee, Regional Sales Manager
 REGIONAL OFFICES: 530 N. Ellsworth Avenue, Addison, IL 60101 (Chicago); 828 Silver Springs Road, New Brighton, PA 15066 (Pittsburgh)
 DESCRIPTION: Quality rebuilders of Jerrold downloadable and Scientific-Atlanta addressable converters. All OEM upgrades performed as well as our own, insuring longer life in the field than a standard repair. 'Braindead' and NVM losses restored. Why have your units repaired, when you can have them rebuilt? Free pick up and delivery (most areas). Two week turn time, one year warranty (most models). Bar code inventory tracking on all addressables. Authorized warranty repair center for Panasonic CATV equipment and Lectro power supplies. Jerrold, Scientific-Atlanta and Texscan line equipment rebuilt. Surplus converters, line gear, and headend equipment bought and sold.

CableTek Wiring Products.....(216) 365-3889
 National Wats:.....(800) 562-9378
 FAX:.....(216) 322-0321
 1150 Taylor St.
 Elyria, OH 44035
 PERSONNEL: Tim Reilly, Manager
 DESCRIPTION: Wiring installation products. Steel and plastic enclosures, molding and riser guards, coring tools, markers, clips, connectors. Tech tools and gear. Guy, tree and ground wire guards. Quality manufacturing, large stocking inventory, and service designed for your needs, of large or custom manufacturing. CableTek Wiring Products takes care in providing the best materials for each job application. This results in long-lasting installations, reducing costly replacement & labor costs.

CADCO Inc.....(214) 271-3651
 National Wats:.....(800) 877-2288
 FAX:.....(214) 271-3654
 2405 South Shiloh Road
 Garland, TX 75041
 PERSONNEL: James Randolph, President; Bill Smith, Vice President/Marketing; Julie Self, Customer Service Manager
 DESCRIPTION: Manufacturer of headend equipment, agile and fixed-channel modulators and signal processors, agile demodulators, stereo encoders, CATV and LAN channel converters and frequency translators, voice override emergency warning systems, off-air antennas, off-air signal preamplifiers, FM broadcast band signal processor and equalizer. CADCO also does custom design, racking, wiring and testing of headends for standard CATV-type applications as well as multiple outlet applications such as hotels, or LAN and/or video conferencing systems. All products available in NTSC, PAL and SECAM standards, 110 and 220 VAC.

CADDraft GIS/Mapping.....(806) 793-2920
 FAX:.....(806) 745-1203
 2321 50th Street

Suite B
 Lubbock, TX 79412
 PERSONNEL: Cary Jones, Field Operations; Jeff Baker, CAD & System Design
 DESCRIPTION: CADDraft GIS/mapping offers a full range of CATV pre-construction services including base map development, strand and as-built walk-out, map verification, make-ready surveys, permitting, subscriber audits and system design. Complete CAD services include geographic information system development, high-volume map digitization, plotting and Auto CAD customization including CATV symbology, menus and programming.

Cadix International Inc.....(404) 804-9951
 FAX:.....(404) 804-9949
 1200 Ashwood Pkwy
 Suite 135
 Atlanta, GA 30338
 PERSONNEL: Emmett K. Lee, Jim Barry, George Tryfon
 REGIONAL OFFICES: 5000 Birch Street, Suite 3000, West Tower, Newport Beach, CA 92660, (714) 476-3611, FAX (714) 476-3671
 DESCRIPTION: Cadix International Inc. Interactive Design Systems: CX-2001 V3, the fastest CATV design system in the industry today. The CX-2001 V3 automates plant design and increases productivity by 2 to 3 times over other known design systems. AD-4001 xII, automatic digitizing system; CM, Plant Management & GIS System.

California Amplifier

California Amplifier, Inc.(805) 987-9000
 FAX:.....(805) 987-8359
 460 Calle San Pablo
 Camarillo, CA 93010
 PERSONNEL: David R. Nichols, Executive Vice President of Operations; Ike Coron, Chairman, Chief Executive Officer; Dennis Schwab, Vice President, Sales, Cable & Satellite; Chuck Uhl, Vice President, Sales/Wireless Cable; John Ramsey, Vice President, Advanced Marketing & Technology; Kris Kelker, Senior Vice President, Sales & Marketing
 REGIONAL OFFICES: European Sales: California Amplifiers, s.a.r.l., 15, rue de la belle borne, B.P. 10 003, 95722 Roissy Aeroport CDG, Paris, France; California Amplifier, Inc., R.Dr. Tomás Carvalho, 202, Cep 04006-000, Sao Paulo, SP Brasil
 DESCRIPTION: California Amplifier, Inc., a world leader in high quality satellite products, designs and manufactures TVRO and MMDS wireless cable products. C-band (LNAs and LNBs) including isolated and phase-locked Digi-Ready® commercial C-band LNBs; Ku-band LNBs (U.S.; European ECS, DBS and Telecom; Intelsat-K, Optus and Hispasat) are available. Wireless cable products include: Downconverters - I.F. 222-408 MHz (20 and 32 dB gain models), I.F. 662-848 MHz; Comblane 2500-

2686 MHz Preselector Filter; the Beamfinder™ (a low-cost repeater for wireless cable systems); and preamplifiers (15 dB gain).

Canoga-Perkins(818) 718-6300
 FAX:.....(818) 718-6312
 21012 Lassen Street
 Chatsworth, CA 91311
 PERSONNEL: Jack Buhn, President; Paul Stennes, Vice President, Marketing and Sales
 REGIONAL OFFICES: Santa Clara, CA (408) 980-9656; Atlanta, GA (404) 593-9334; Chicago, IL (708) 240-2777; New York, NY (203) 221-2637; Washington, DC (703) 968-3220
 DESCRIPTION: Specializing in fiber optic data communications, Canoga-Perkins offers a variety of internetworking products for LAN, T-1/E-1, T-3, sync and async environments. Specifically, Canoga-Perkins offers fiber optic multiplexers, high speed fiber optic modems, Ethernet bridges, multiport repeaters, transceivers, media converters and various test equipment, including TDRs and outside plant test equipment.

Capella
 Telecommunications Inc.(905) 985-9911
 Canada-wide:.....(800) 668-0175
 FAX:.....(905) 985-9592
 60 Vanedward Drive, Unit 6
 Port Perry, Ontario, Canada L9L 1G3
 PERSONNEL: Norman Slater, President; Garry O'Neil, Vice President; Glenn Campbell, Vice President; Phil Whetstone, Product/Sales Manager
 DESCRIPTION: Capella Telecommunications Inc. is a distributor of high-quality products and systems to the Canadian CATV and broadcast industries. Capella specializes in design, sales, installation and service of fiber optic and broadband microwave transmission systems, test and measurement systems, headend and digital signal processing systems. Manufacturers represented: Cable AML, CALAN, Gabriel, Harmonic Lightwaves, Intelvideo, TV/COM International, Wavcom, Westec, Andrew Canada, and others.

Carlton Telecom Systems(216) 464-3400
 National Wats:(800) 3-CARLON
 FAX:.....(216) 831-7636
 25701 Science Park Drive
 Cleveland, OH 44122
 PERSONNEL: Norm Sutterer, Vice President; Jeff Parker, Marketing Manager; Bob Records, Eastern Regional Manager; Joe Sloan, Central Regional Manager; Jerry Brown, Southern Regional Manager; Scott Rodowick, Western Regional Manager
 DESCRIPTION: Carlton Telecom Systems offers a complete family of fiber optic, copper and coax raceway systems to serve the outside plant and premises markets. Products include multi-celled conduit, innerducts for the outside plant, riser and plenum applications as well as a complete line of fittings and installation accessories.

Carlton International
 Manufacturing Corp.(817) 284-5144
 National Wats:.....(800) 255-9311

FAX:.....(817) 595-0680
1509 Central Park Dr.
Hurst, TX 76053
PERSONNEL: Carlton Williamson, President; Carla Miller, Vice President Sales; David Stevens, Vice President Dealer Sales
DESCRIPTION: Since 1975, a proven leader in the boring equipment industry. A low cost alternative to trenching, Porta-Mole has sold over 8,000 units worldwide. Capable of bores from 2 inches to 16 inches over 200 feet in length in any soil or rock condition. Priced at less than 4K, the Porta-Mole has long been a favorite of the value-conscious contractor.

Carson-Brooks Plastics, Inc.(800) 735-5566
FAX:.....(909) 592-7971
2120 Auto Centre Drive
Glendora, CA 91740
PERSONNEL: Charles Schafer, President
REGIONAL OFFICES: Represented exclusively by Channell Commercial Corp., (909) 694-9160, (800) 423-1863, FAX (909) 694-9170; and Channell Commercial Canada, Ltd., (416) 567-6751, (800) 387-8332, FAX (416) 567-6756
DESCRIPTION: Manufactures plastic, concrete and polycrete grade-level boxes for the CATV, telephone and other industries, both domestic and international. Carson-Brooks now also offers Phone-Ducs™, a multiple bank duct system.

Catel Telecommunications
Subsidiary of MERET Optical Communications, Inc.(510) 659-8988
National Wats:.....(800) 225-4046
FAX:.....(510) 651-8437
48507 Milmont Drive
Fremont, CA 94538
PERSONNEL: Xin Cheng, President; Thomas D. Elliott, Technical Assistant, Broadband Systems; Phil Mathes, Manager of Broadband Network Systems; Rebecca Axelrod, Western Regional Sales Manager
REGIONAL OFFICES: Eastern Region: 1408 Partridge Lane, Bowie, MD 20721, (800) 225-4046, (301) 249-8548, FAX (301) 249-2467; Corporate Office: MERET Optical Communications, Inc., 1800 Stewart Street, Santa Monica, CA 90404, (310) 828-7496, FAX (310) 828-7567
DESCRIPTION: Catel manufactures multichannel AM and FM processing systems for video, audio, and data transmission over fiber optic or coaxial cable, and microwave or satellite links.

CATV Design Assoc. Inc.....(512) 328-2461
FAX:.....(512) 328-3009
5524 Bee Caves Road
Suite C1
Austin, TX 78746
PERSONNEL: Steve Williams, President
DESCRIPTION: Computer aided new and rebuild design, as-built mapping, strand mapping, CAD drafting services, equipment evaluations, and onsite consultations.



CATV Subscriber Services, Inc.(910) 273-5553
National Wats:.....(800) 334-0860
FAX:.....(910) 274-9734
808 Summit Avenue
Greensboro, NC 27405
PERSONNEL: Raymond L. Galtelli, President; Fred Robertson, Vice President/Operations; Alvin C. McNutt, Director of New Business
DESCRIPTION: Satisfying the cable industry contracting needs since 1972. Specializing in: fiber overlays and complete rebuild construction, new-build, upgrades, aerial and underground.

CCMS, Inc.....(616) 532-7250
FAX:.....(616) 532-8147
1853 R.W. Berends Drive, S.W.
Grand Rapids, MI 49509
PERSONNEL: S. Michael Ross, President/CEO; Judith K. Thome, Vice President/CFO; Richard G. Heffner, Vice President of Sales; W. Greg Hall, Director New Business Development & International Business
REGIONAL OFFICES: Richard Heffner, (316) 744-2999; Greg Hall, (316) 491-2833
DESCRIPTION: CCMS, Inc., the logical choice™ and leading supplier of traffic management and billing software for cablevision advertising sales, provides T&B systems that are at the leading edge of technology, speed, user-friendliness, and interface to all tape based and digital insertion hardware (or a combination of the two): Ad Manager 20/20 EX™, Ad Manager 20/20™, single and multi-user systems, and AIMS®.

CCS Corporation(812) 829-4833
FAX:.....(812) 829-4835
54 E. Market St.
PO Box 407
Spencer, IN 47460
PERSONNEL: Carlos W. Wright, Sales Manager; Nick Zimmerman, Engineering
DESCRIPTION: CCS Corporation specializes in servicing converters, distribution equipment, head-end equipment and test equipment. CCS also provides consulting and management services and a variety of new and refurbished cable products, such as converters, remotes, line equipment, headend equipment and test equipment.

Century Repair & Service Co., Inc.(714) 671-2800
FAX:.....(714) 671-1228
1150 W. Central Ave.
Suite B
Brea, CA 92621
PERSONNEL: Larry Fry, Owner; Mark King, Vice

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President; Paul Sanchez, Engineering; Christine Fry, Customer Service
DESCRIPTION: Repair all major brands of CATV distribution equipment. Buy, refurbish and sell major brands of distribution equipment.
Manufacture all items necessary to support Century III distribution equipment.

Champion Products Inc.(417) 736-2135
FAX:.....(417) 736-2662
Rt. 1 Box 422
Strafford, MO 65757
PERSONNEL: James F. Moore, CEO; Carl Tiedt, President; Jon Charlsen, Vice President Sales; Peggy Lane, Customer Relations
DESCRIPTION: Manufacturer of custom designed heavy-gauge, mill galvanized steel CATV pedestals, closures, high security apartment boxes and fiber optic enclosures. All closures go through a superior powder coat finishing process for optimum resistance to the environment. Have a complete line of mounting posts, brackets, and accessories. Call us for a fast response to your individual requirements.



Channel Master Division of Avnet, Inc.(919) 934-9711
FAX:.....(919) 989-2200
PO Box 1416
Industrial Park Drive
Smithfield, NC 27577
PERSONNEL: Terry Herlihy, MICRO-BEAM Sales; Glenn Martin, MICRO-BEAM Sales
DESCRIPTION: Channel Master® MICRO-BEAM® point-to-point CARS-Band microwave systems offer complete equipment and service packages from 1 watt to 50 watt high-performance broadband microwave transmitters; 450 MHz and 550 MHz receivers and repeaters. MICRO-BEAM® is fully weatherized for tower mounting and carries a 2-year limited warranty* (parts and labor included). All units are rigorously tested and computer-monitored for 1,000 hours prior to shipping. Equipment and parts are in-stock and ready for delivery. Technical and warranty service is available 24 hours, 7 days at no additional charge. *(Within the 48 contiguous United States only)

Channell Commercial Corp.(909) 694-9160
National Wats:.....(800) 423-1863
FAX:.....(909) 694-9170
26040 Ynez Road
PO Box 9022
Temecula, CA 92589-9022
PERSONNEL: William Channell Sr., President; William Channell Jr., Executive Vice President; Gary Williams, International Sales Manager; Bob Cook, Customer Service Manager; George Sell, Manager, Market Research and Development

◆ A-Z LISTINGS

REGIONAL OFFICES: Channell Commercial Canada (905) 567-6751, FAX: (905) 567-6756; International Office, London, England 011-44-71-589-3304

DESCRIPTION: Manufacturers of a full line of above- and below-grade plastic enclosures and accessories for underground CATV coaxial and fiber optic, and telephone copper and fiber optic outside plant. Channell Commercial also provides exclusive CATV sales and marketing of Integral Corp.'s conduit products and Carson-Brooks Plastics' grade-level boxes and multiple bank duct system. Channell is also the exclusive CATV representative for Christy Concrete Products' concrete and Fibrelyte™ underground utility boxes.

Channellmatic, Inc.(619) 445-2691
National Wats:.....(800) 766-7171
FAX:.....(619) 445-3293

821 Tavern Road
Alpine, CA 91901

PERSONNEL: Bill Killion, Chairman and CEO; Thomas A. Walsh, President; Michael V. Watson, Senior Vice President of Marketing & Sales; Steve Johnston, Vice President of Finance; Tracy Cummins, Vice President of Operations; Mike Neal, Director of Product Management

REGIONAL OFFICES: Terri Karam, Director of Sales, (619) 445-2691, FAX (619) 445-3293; Young Song, International Business Manager (619) 445-2691, FAX (619) 445-3293; Roger Heidenreich, Midwest Sales Manager (608) 643-2445, FAX (608) 643-6310; Jimmy L. Orton, Sales Manager, South (404) 928-4007, FAX (404) 516-0501

DESCRIPTION: Channellmatic, Inc. is a leading supplier of television automation equipment and has over 1,200 installations of ad insertion and program playback equipment worldwide, including our new digital ADCART/D systems. Channellmatic's over 200 automation products are uniquely designed for CATV operations, advertising interconnects, broadcasting, and LPTV, as well as educational, medical and civic facilities.

Chaparral Communications.....(408) 435-1530
FAX:.....(408) 435-1429
2450 North First Street
San Jose, CA 95131

PERSONNEL: Greg Gudorf, Vice President Marketing & Sales; Brian Raymond, Marketing Director; Rick Folgman, Director of Sales; Scott Gilbert, Sales Account Manager; Cecile Bellito, Sales Account Manager; Beate Persich, Sales Account Manager

DESCRIPTION: Chaparral Communications is a primary manufacturer of satellite receiving products for commercial, business and educational use. Products include microwave amplifiers and feed-horns for C-, Ku- and S-band reception; satellite receivers that are computer controllable from remote locations via pager, telephone line, or personal computer; complete systems for business networking; and complete systems utilizing digital compression.

Chia Yin
Electronic Co., Ltd.

Telephone:.....011-886-2-225-0238
Fax:.....011-886-2-225-0351

4F, No. 87, Chien I Road
Chung Ho City

Taipei, Taiwan, R.O.C.

PERSONNEL: Chia Yin Wang, President; James Wang, Marketing Manager; Jack Wang, Operation Manager

REGIONAL OFFICES: 5 Preston Circle, Stillwater, OK 74075, (405) 377-1118, FAX (405) 743-8447

DESCRIPTION: Chia Yin Electronic Co., Ltd. is a professional CATV equipment and accessories manufacturer in Taipei, Taiwan. Their main products are taps (2, 4, and 8 ways) and passives (including directional couplers, splitters and power inserters). The frequency range covers from 5 to 600, 750 and 860 MHz.

Chicago Pneumatic

Electric Tools Division(315) 792-2600

National Wats:.....(800) 243-0870

FAX:.....(315) 792-2672

2220 Bleeker Street
Utica NY, 13501-1739

PERSONNEL: David K. Tatem, President; Patricia Grisham, Controller and Operations Manager; David J. Aubel, Product Services Manager

DESCRIPTION: Chicago Pneumatic, Electric Tools Division markets the most professional quality AEG portable power tools, including a full line of electric and cordfree drill/drivers, drills, screw-drivers, caulking guns, nibblers, shears, angle and die grinders, random orbit sanders and accessories, electric hammer drills, rotary hammers, belt sanders, jig, reciprocating, chop and cut-off saws.

Christy Concrete Products Inc.(800) 486-7070
FAX:.....(800) 486-6804

44100 Christy Street
Fremont, CA 94538

PERSONNEL: Tom Christensen, Richard Armstrong, Mark Jurich, Ken Hazelton

REGIONAL OFFICES: 3109 Gresham Lake Rd., Raleigh, NC, (800) 284-3529, FAX (919) 876-5625

DESCRIPTION: Christy Concrete Products, Inc. has been manufacturing boxes for in-ground construction of water systems and utilities for nearly four decades. Now, they've teamed up with Channell Commercial to provide their concrete and Fibrelyte™ products to the telecommunications and broadband communications industries. Christy Concrete and Fibrelyte grade level boxes—the right ingredients for your underground plant requirements. Call Channell, toll-free today for complete information at (800) 423-1863.

ChronTrol Corporation.....(619) 566-5656
FAX:.....(619) 566-0140

9675 Business Park Avenue
San Diego, CA 92131

PERSONNEL: Denise Harter, President; James G. Durham, Vice President of Engineering; Joni Washek, Director of Marketing

DESCRIPTION: The ChronTrol Corporation is a designer and manufacturer of general purpose, electronic, programmable timers/controllers.

Citel, Inc.(305) 621-0022

National Wats:.....(800) 248-3548

FAX:.....(305) 621-0766

1111 Parkcentre Blvd
Suite 474

Miami, FL 33169

PERSONNEL: Fabrice Larmier, Idania Docekal
DESCRIPTION: Citel manufactures one of the widest product lines of surge protectors for coaxial cables, telephone, data and AC power lines. They are ideal to protect CATV equipment, receivers and transmitters against lightning surges and electrical transients. Various I/O connections are available for N, BNC, UHF, TNC, SMA, 7/16 applications. Twisted pair surge suppressors come in different sizes from 1 pair to 32 pairs. They're ideal for RS232, RS422, RS485, current loops, DDS/56k and T-1 lines.

Claire Stern Assoc. Inc.(212) 533-6627

FAX:.....(212) 777-3069

928 Broadway

New York, NY 10010-6008

PERSONNEL: Claire M. Stern, President

DESCRIPTION: Claire Stern Associates, Inc. is a full-service professional consulting organization specializing in cable television and telecommunications. CSA offers consulting services to private sector clients. The company assists businesses and institutions in determining their communications needs, and provides governmental relations and technical guidance required to fulfill those needs. A subsidiary of Claire Stern Associates, Inc. specializes in rooftop management for placing antennas for paging, mobile radio, PCS and microwave, especially in Manhattan.

Cleveland Institute

of Electronics(216) 781-9400

National Wats:.....(800) 243-6446

FAX:.....(216) 781-0331

1776 East 17th St.

Cleveland, OH 44114

PERSONNEL: John Randall Drinko, President; D. Hadorn, Vice President Information Management; C. Pakiz, Controller; Denise Zakrajsek, Ad Director; Walter D. Rounds, Industrial Sales Manager

DESCRIPTION: A home-study school specializing in electronics and CATV technologies. Twelve career diploma courses available as well as an associate in applied science in electronic engineering technology degree with cable.

Coast CATV Supply Inc.(909) 272-2360

FAX:.....(909) 272-3032

314 Elizabeth Lane
Corona, CA 91720

PERSONNEL: Nicholas J. Meko Sr., Nicholas C. Meko Jr., Sal Espinoza, Sandra Meko

DESCRIPTION: We buy and sell new, refurbished equipment related to cable TV, and are reps for AM Communications, Cable Innovations, Applied

Instruments, Teledyne Battery and PowerTronics. We also distribute: Holland Electronics, Pico Macom, Progressive Electronics, Gilbert, Comm/Scope, Cable Comm and Cable Prep.

Coastel Cable Tools (Int'l) Corp.....(315) 451-7614
FAX:.....(315) 451-0988
4855 Executive Drive
Liverpool, NY 13088
PERSONNEL: Bill Shaver, John Lamia
DESCRIPTION: Manufacturer of powered coax cable stripping tools, both battery powered, hand-held, and bench top production models.

Colcom, Inc.(512) 244-6689
National Wats:.....(800) 888-1978
FAX:.....(512) 244-6694
15527 Ranch Road 620 N.
Austin, TX 78717
PERSONNEL: Larry Collmann, President; Dean Collman, Director of Sales; Nelson Reynolds, Technical Director; Johnny Robinson, Director Contract Services
REGIONAL OFFICES: Toledo, OH; Kansas City, MO; San Antonio, TX; Dallas, TX
DESCRIPTION: Colcom provides repair of telecom test equipment; calibration of electronic test equipment; sales of refurbished telecom/datacom test equipment; and contract services including cable locating, installation and splicing. Test equipment serviced and sold includes: DS-3-DS-O, ATM, SONET, RF, SS7, fiber optic, ISDN, scopes, etc.

Com-Tek.....(816) 826-3011
National Wats:.....(800) 467-2588
FAX:.....(816) 826-8461
RR 6, Box 255 B
Sedalia, MO 65301
PERSONNEL: Nick Ferolito, Owner/Sales; Russell Brown, Owner/Sales; Roy Cooke, General Manager; Alexis Ferolito, Sales; Phil Walters, Sales; Stuart Scheiner, Sales
DESCRIPTION: Com-Tek is a multi-operational company. We specialize in the buying and selling of new and refurbished cable equipment, as well as repair of meters, headend, and line equipment. In addition, Com-Tek is a manufacturer's representative for Display Systems International, Quality RF Services, Cadco, Catel, Scala Antenna, Trilithic, Holland, Pico, PPC and others.



Comm/net Systems, Inc.

Comm/net Systems, Inc.(206) 623-8670
National Wats:.....(800) 274-0544
FAX:.....(206) 623-8684
Maritime Building, Suite 565
911 Western Avenue
Seattle, WA 98104

PERSONNEL: Tom S. Osterman, President; Laurie Pattison, Office Manager
DESCRIPTION: Manufacturer's representative for the CATV and telephone markets in the following states: Washington, Oregon, Idaho, Alaska, Montana, Colorado and Wyoming. Specializing in technical sales and support for power protection products: uninterruptible power supplies, inverters for service vehicles, DC rectifiers and chargers for cellular, PCN and telephone. Power quality surveys, grounding and bonding systems, design and engineering. Manufacturer's representative for Alpha Technologies, Argus Technologies, Johnson Controls Batteries, Tektronix Inc., Hennessey Products Inc., Onan Power System and Millennium Power, Inc.

Commercial Electronics, Inc.(703) 386-7451
National Wats:.....(800) 247-5883
PO Box 519
209 East Jackson St.
Gate City, VA 24251
PERSONNEL: Robert G. Parsons, President; Linda W. Blevins, Controller; Sue Falin, Business Manager; Mark K. Draper, Vice President Engineering Sales; Michael B. Reed, Director of Engineering
DESCRIPTION: Commercial Electronics, Inc. now in its 25th year of operation as a CATV engineering firm, specializes in equipment repairs, meter calibrations, headend alignment, modifications and FCC proof-of-performance. CEI repairs all types of line equipment, headend equipment and test equipment and is an authorized factory service center for Alpha Technologies. CEI also offers a diverse selection of both consumer and industrial electronics through its component sales division d/b/a Commercial Electronics and Supply. The company is operated by an elite group of CATV professionals dedicated to quality service and affordable pricing.

Commercial Satellite Communications (CSC)(619) 943-2231
3089 Clairemont Drive
Suite C-209
San Diego, CA 92117
PERSONNEL: Randy H. Watson, President; D.L. Watson, Vice President; Debra Williams, Office Manager
DESCRIPTION: Complete construction services: make-ready engineering; asbuilt mapping; underground construction; MDU wiring and design; installation, audit and marketing services; complete satellite receive site services; turnkey LAN, VSAT and SMATV systems.

Commonwealth Communications Inc.(717) 820-5000
National Wats:.....(800) 258-9501
FAX:.....(717) 820-5135
256 N. Sherman Street
Wilkes-Barre, PA 18702
PERSONNEL: Mike Adams, Executive Vice President; Stu Kirkwood, Vice President of Operations; Don Dolfi, Director of Sales; Ken

Rodgers, Director of CATV Operations
REGIONAL OFFICES: Washington, DC; Philadelphia, Allentown, PA; New York, NY; Michigan
DESCRIPTION: Complete in-house turnkey CATV project management. Our high-quality services include strand mapping, as-built surveys, audits, system design, field engineering, AutoCad/Lode CAD drafting, aerial and underground construction, and complete systems engineering for both coaxial and fiber optic plant for CATV system rebuilds, upgrades and newbuilds. Our experience includes coaxial, fiber optic, distance learning, telephone, LAN and hybrid networks. With 250 on-staff personnel including over 60 full-time engineers, our expertise and experience level is unsurpassed in the CATV industry.

CommScope

GI General Instrument

CommScope, Inc.
General Instrument.....(704) 324-2200
National Wats:.....(800) 982-1708
FAX:.....(704) 328-3400
PO Box 1729
Hickory, NC 28603
PERSONNEL: Frank Drendel, President; Larry Nelson, Executive Vice President/General Manager; Stan Lindsay, Vice President/Sales; Gene Swithenbank, Vice President/Sales; Frank Logan, Vice President/International Sales and Marketing; Mark Manning, Vice President/Sales
DESCRIPTION: CommScope is the leading manufacturer of quality coaxial and fiber optic cables for telecommunications. With a history that dates back to 1953, CommScope has established a strong reputation for quality products, service and as a world leader in cable manufacturing innovation, from extrusion and other process technologies, many of which are patented. Products include: Optical Reach® fiber optic cable; Extended Reach® high bandwidth (1 GHz) coaxial cables featuring Quantum Reach®, Parameter III® and a full line of drop cables.

Communications Construction Group Inc.....(215) 696-1800
FAX:.....(215) 696-2371
235 E. Gay St.
PO Box 561
West Chester, PA 19380
PERSONNEL: George Tamasi, President; Thomas Polis, Executive Vice President
DESCRIPTION: Providing high quality construction services for cable television, fiber optics, and twisted pair communications networks. Services include strand and/or asbuilt surveys, permitting, manual and CAD based drafting, manual and CAD based system design, field engineering, installation, and underground services, and all aspects of rebuild, newbuild, and electronic upgrade construction.

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Management packages include full or modified turnkeys featuring a unique project management approach customized to the operator's needs.

Communications &

Energy Corporation.....(315) 452-0709
National Wats:.....(800) 882-1584
FAX:.....(315) 452-0732
7395 Taft Park Drive
East Syracuse, NY 13057
PERSONNEL: Emily Bostick, President; Glyn Bostick, Executive Vice President; Christopher Bostick, Plant Vice President; Michelle Wheeler-Dine, Vice President Office Operations; Daniel Bostick, Vice President Publishing Operations; Steve Shafer, Vice President Engineering
DESCRIPTION: Communications & Energy Corp. designs and manufactures passive devices for cable TV, satellite TV, broadcast TV, low power TV and ITFS/MMDS. C&E's 'Electric Press' division publishes all catalogs, brochures and books created by the company. Customers for C&E products are located all over the world.

ComPedCo Inc.

Parent Company:
Milbank Manufacturing Company....(816) 483-5314
FAX:.....(816) 483-6357
PO Box 419028
Kansas City, MO 64141-0028
PERSONNEL: Rob Waldrop II, Vice Chairman; Ron Owsley, President; Clara Mulnix, Cindy Kelly, Customer Service
DESCRIPTION: ComPedCo offers a low profile pedestal featuring heavy zinc coated steel. Heavy gauge steel padlock hasp and knockout provision for keyed cylinder lock provided in every box. Available with environmental green finish of thermoseal polyester powder coating which provides the most durable, non-corrosive finish available. We also offer a complete line of apartment boxes 6 inches and 8 inches deep, and a line of high security apartment boxes.

Compression Labs, Inc.....(408) 435-3000
National Wats:.....(800) 538-7542
FAX:.....(408) 922-5429
2860 Junction Avenue
San Jose, CA 95134
PERSONNEL: Jim Lakin, Executive Vice President, Marketing/Sales, Broadcast Products Group; Jeff Bixler, Vice President, Sales, Broadcast Products Group; Frank Kruszenski, Director, Product Management; Susie Ughe, Marketing Manager
REGIONAL OFFICES: CLI - Reston (703) 438-8266; CLI - Dallas (214) 746-4888; CLI - Denver (303) 721-8137

DESCRIPTION: CLI is a leading designer and manufacturer of products for digital video communications. By digitizing and compressing full-motion color analog television signals, CLI products provide highly efficient transmission over satellite, telephone, and cable communications networks. CLI offers two product families to the broadcast market: SpectrumSaver™, the first digital broadcast system for business television, distance learning and other

broadcast applications, and Magnitude™, a new generation of MPEG-2 digital compression solutions for the delivery of entertainment and information services over telephone, cable and satellite networks.

Computer Video Solutions

A division of Circle Computer
Company, Inc.(717) 733-7868
FAX:.....(717) 738-0789
29 South Charles Street
Ephrata, PA 17522
PERSONNEL: Barry J. Lehman, President; Christopher L. Palmer, CVS Division Manager
DESCRIPTION: Touch Tone TV Interactive TV Systems for government/community access, photo ad channels. System is currently providing caller controlled information to 126,000 subscribers for the City of Virginia Beach, and gets 7,000 calls a month. System cost was less than 30 cents a subscriber. Channelvision Video Message Systems for photo-ad, local programming, barker or corporate in-house information channels. School-Alert School Message Channels with remote activation of school closings/delays.

ComSat RSI

SatCom Technologies(404) 497-8800
FAX:.....(404) 497-1009
4825 River Green Parkway
Duluth, GA 30136
PERSONNEL: Ray Heaton, General Manager; Dan Landreth, Vice President, Sales & Marketing
DESCRIPTION: ComSat RSI designs, manufactures and installs antennas and antenna subsystems ranging from 1.0 meters to 32 meters for commercial and government applications, worldwide.

ComSE Sales Corp.....(404) 963-7870
National Wats:.....(800) 241-1232
FAX:.....(404) 962-7539
75 Grayson Industrial Pkwy.
Grayson, GA 30221
PERSONNEL: John Weeks, President; Mary Sweat, Sales Coordinator; Jeff Gardner, Regional Salesman; Tom Lilly, Regional Salesman; Bob Sollenberger, Regional Sales Manager
DESCRIPTION: Manufacturer's representative for CATV products throughout the Southeast United States and the Caribbean.

Comsearch.....(703) 620-6300
FAX:.....(703) 476-2720
2002 Edmund Halley Drive
Reston, VA 22091
PERSONNEL: Michael K. Morin, President & CEO; Timothy P. Eckersley, Vice President, Strategy & Business Development; Jeffery Rosenblatt, Vice President, Wireless Communications; Douglass Hall, Vice President, Microwave & Satellite
DESCRIPTION: Comsearch is a communication engineering firm that provides software and engineering services to the mobile, PCS, microwave and satellite industries. Services provided include spectrum engineering, interference analysis and frequen-

cy selection, signal propagation studies, reliability analysis, licensing and regulatory assistance, field surveys, terrain digitizing, radio frequency and electromagnetic measurements and complete system design and engineering for communication networks. In addition, Comsearch offers specialized research studies that can incorporate any aspects of its databases on communication systems, topographic characteristics, demographic data and other reference material.



ComSonics, Inc.
An Employee Owned Corporation

ComSonics, Inc.(703) 434-5965
National Wats:.....(800) 336-9681
FAX:.....(703) 432-9794

1350 Port Republic Road
PO Box 1106
Harrisonburg, VA 22801
PERSONNEL: Dennis Zimmerman, President and CEO; Don Sommerville, Director of Sales and Marketing; Roy Weitzell, Manager of Marketing and Communications; Dick Shimp, Technical Support Manager; Carey Ungvary, MSO Account Manager
REGIONAL OFFICES: Southeast Region: Dana Moyer, (800) 336-9681; Northeast Region: Bob Flynn, (516) 331-2460; Midwest Region: Brian Hanrahan, (708) 559-1756; Western Region: Lora Radicke, (602) 899-2781
DESCRIPTION: ComSonics, Inc. is an employee-owned engineering, manufacturing, repair and technical services firm specializing in broadband communications technologies for the cable TV and telecommunications industries. ComSonics, Inc. markets its products domestically through its national sales force and internationally through a network of distributors throughout the world.

Conifer Corporation(319) 752-3607
National Wats:.....(800) 843-5419
FAX:.....(319) 753-5508
PO Box 1025
Burlington, IA 52601
PERSONNEL: Jim Clark, Vice President, Sales; Joyce Vance, Administrator, Corporate Marketing; Lisa O'Hara, Sales/Marketing Assistant; Charlie Brown, Director of Business Development; Gary Hamilton, Technical Sales
DESCRIPTION: Conifer Corporation manufactures integrated receivers for wireless cable MMDS. The Integrated series features filtering for out-of-band signals, low phase noise for use with digital service, high gain and ultra low noise. Conifer continues to develop technology for interactive two-way service.

Conley & Associates(701) 222-3902
FAX:.....(701) 222-4815
PO Box 3220
Bismarck, ND 58502-3220
PERSONNEL: Christopher J. Conley, Managing

General Partner; Candace Christianson, General Partner
DESCRIPTION: Engineering, financial and management consulting services to the cable television industry.

Connecticut Cable Construction & Maintenance, Inc.(203) 349-1807
FAX:(203) 349-3805
43 Industrial Park Access Road
PO Box 159
Middlefield, CT 06455
PERSONNEL: Charles Ferrara, President; Michael Ciaburri, Vice President; Alan Bissonnette, Secretary/Treasurer; Robert Franco, Vice President Outside Plant; Mike Barone, Director of Construction; John Sobazak, Vice President Engineering
DESCRIPTION: Complete aerial and underground, coaxial and fiber cable construction. Newbuild, rebuild, retrofit, splicing, turn on, sweep, proof, engineering, and maintenance services.



CONTEC(518) 382-8000
National Wats:(800) 382-2723
FAX:(518) 382-8452
1023 State Street
PO Box 739
Schenectady, NY 12301-0739
PERSONNEL: Dena Bradshaw, Vice President, National Accounts; Richard L. Kielb, Director of Sales
REGIONAL OFFICES: 1250 South 192nd Street, Seattle, WA 98148, (206) 244-5770, FAX (206) 244-4938; 5906 Breckenridge Pkwy., Suite A, Tampa, FL 33610, (813) 623-1721, (800) 759-2288, FAX: (813) 621-6617; 103 Trade Zone Drive, Bldg B, West Columbia, SC 29170, (803) 822-8000, FAX (803) 822-0809; 2480 N. Curry Pike, Bloomington, IN 47404, (812) 330-8727 & 8733, FAX (812) 330-8919; 215 S. 28th St., Phoenix, AZ 85034, (602) 275-1656, FAX (602) 275-6349
DESCRIPTION: Contec has been selected by General Instrument Corp. as its primary contractor for converter repairs. We repair both warranty and non-warranty GI products. Contec is the #1 remanufacturer of converters as well as headend and line distribution equipment. With 6 locations nationwide, we can provide fast turn around time on all types of converters from General Instrument, Scientific-Atlanta, TV/COM, Panasonic, Zenith and more! Contec is also proud to provide a complete line of quality remote controls. For more information, call one of our account executives today at (800) 382-2723.

Contract Installers Inc.(414) 582-7087
PO Box 1564
Appleton, WI 54913

PERSONNEL: Lenny Fischer, President
DESCRIPTION: House installations, aerial, underground, pre-wire and commercial buildings. MDU post-wires and pre-wires. Tap audits. Installation or removal of traps and/or converters. Drop transfer and/or replacement for system rebuilds.

Convex Corporation(703) 318-8991
FAX:(703) 318-8994
45150 Business Court
Sterling, VA 20166
PERSONNEL: James F. Turner, President; Richard J. Mihill, Director of Marketing; David Nicholson, Director of Engineering
DESCRIPTION: Convex Corporation was established in 1976 as a privately held company to manufacture line equalization and test equipment.

Cordell Manufacturing
Company Inc.(818) 966-4402
FAX:(818) 339-2582
668 Arrow Grand Circle
Covina, CA 91722
PERSONNEL: William E. Mathews, Vice President; Douglas Drake, Inside Sales Manager; John G. Ruiz, Inside Sales
REGIONAL OFFICES: Philip J. Blyth, Manager Field Sales, Engineering, P.O. Box 494515, Redding, CA 96049, (916) 223-6444; Janet Bishop, Field Sales Engineer, 18699 Kamana Road, Apple Valley, CA 92307 (619) 242-7383
DESCRIPTION: Company does business domestically and internationally. Alarm and traffic administration systems. Analog alarm/ICUP units, digital maintenance processors FEP, digital traffic processor FEP modems and ISD-2000 switch administrator and CO printer replacement device. (GIS) Geographic Information Tracking System (AM/FM) Automated Mapping, Facilities Management.



Corning Incorporated
Opto-Electronics Group.....(800) 525-2524 Ext. 502
MP-RO-03
Corning, NY 14831
PERSONNEL: John A. O'Hare, Cable TV Marketing Communications Manager; Don C. Vassel, Senior Market Development Engineer.
DESCRIPTION: Corning Incorporated manufactures a full line of optical fiber to meet today's demanding cable TV applications. Optical fiber products include: Corning® standard single-mode SMF-28 fiber, Titan fiber and dispersion-shifted fiber.

Cross Country Cable, Inc.(904) 252-7422
.....(904) 252-7427
311 Shady Place
Daytona Beach, FL 32114

PERSONNEL: Marilyn J. Lavelle, President; Paul M. Hart, State Supervisor
DESCRIPTION: Incorporated in 1979, Cross Country Cable, Inc. has supplied the cable industry with a full line of services. Among these are audits, special project upgrades, i.e. complete rebuilds, drop replacement/transfers and converter changeouts, as well as feeder work, splicing and system turnovers, with particular expertise in residential installation and multi-unit commercial development, rewire and design. Our combination of organization, skill, personal service and supervision makes us tops in our field.



CSG Systems, Inc.(800) 366-2744
FAX:(402) 222-7572
10825 Old Mill Road
Omaha, NE 68154
PERSONNEL: Mary Beth Loesch, Vice President, Marketing and Telephony, CSG Holdings, Inc.; Jim Coury, Senior Vice President, Sales; Constance Tanner, Director of Marketing
DESCRIPTION: CSG Systems, Inc. provides complete management information and subscriber systems, and mailing services for cable and related telecommunications industries. Both client/server distributed and stand alone solutions are offered. CSG's production and mailing facility provides high-speed volume services. CSG Systems, Inc. is owned by CSG Holdings, Inc.

CTV Inc.(717) 828-6235
National Wats:(800) 890-3624
FAX:(717) 828-6335
RR1, Box 86-V7 Dingman's Ct.
Dingman's Ferry, PA 18328
PERSONNEL: Mike McCaffery, Helen Romano
DESCRIPTION: RF & cable test equipment repair. Specializing in repair, calibration and upgrade of CaLan test equipment.



CUO, Inc.
A subsidiary of USCS(501) 741-1616
National Wats:(800) 541-8825
FAX:(501) 741-2984
103 Industrial Park, Suite C
PO Box 1062
Harrison, AR 72601
PERSONNEL: Herb Lair, President; Henry Walton, Director, Marketing & Sales
REGIONAL OFFICES: Elgin, IL, (708) 695-6429,

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Watts, (800) 541-8825, FAX (708) 695-6739
DESCRIPTION: CableWorks™ by CUO, Inc. is the leading PC based subscriber management, billing and pay-per-view system in the industry today. Designed specifically for low to medium volume domestic and international cable television systems, CableWorks™ combines over 20 years of industry experience with the low cost and high performance of today's personal computers to offer a subscriber management, pay-per-view, and billing solution second to none. With the additional National Language support, CableWorks™ is truly a global product. Through the experience and industry breadth of CUO, CableWorks™ will continue to meet the changing regulatory and business requirements that operators are facing today and tomorrow.

CXR Telecom Corp./
 Halcyon Division(408) 435-8520
 National Wats:.....(800) 537-5762
 FAX:.....(408) 435-1276
 2040 Fortune Drive
 Suite 102
 San Jose, CA 95131
PERSONNEL: Henry Mourad, President/CEO; Erv Stein, Vice President Sales; John Antanies, National Sales Manager; Bill Cleary, Director of Engineering
DESCRIPTION: The Halcyon Division of CXR manufactures telecommunications test instruments covering the voice, data, T-carrier, signaling, DDS, SS7, protocol analysis and modem test markets.

Daburn Electronics
 and Cable Corp.....(201) 768-5400
 FAX:.....(201) 768-9642
 224 Pegasus Avenue
 Northvale, NJ 07647
PERSONNEL: Howard Danziger, President
DESCRIPTION: Daburn supplies a complete line of wire and cable, shrink tubing, sleeving, retractile cords, and electronic hardware. Special constructions are run with small minimums. Most orders are shipped within 24 hours. Daburn's cable line includes coax, multi-conductor, computer cable and retractable cords. Both standard vinyl jackets and high temperature plenum constructions are stocked for immediate delivery.

Dacom, Inc......(301) 791-0950
 State Wats:(800) 841-6979
 FAX:.....(301) 791-0993
 1009 Oak Hill Avenue
 3rd Floor
 Hagerstown, MD 21742
PERSONNEL: Sam Landis, President
DESCRIPTION: Manufacturer's representative for: Electronic Metal Products (full line of MDU boxes); Flight Trac Inc. (CLI flyover); Riser-Bond Instruments (full line of TDRs); Standard Communications (receivers, modulators and stereo generators.)

Datanet Systems, Inc......(313) 278-9000
 FAX:.....(313) 278-0000

25630 Ford Road
 P.O. Box 5388
 Dearborn, MI 48128-0388
PERSONNEL: Robert S. Gutkowski, President; John Martin, Vice President, Engineering; John Enright, Vice President, Operations; Joanne Ladio, Sales
DESCRIPTION: Design, installation and maintenance of broadband and baseband local area networks; fiber optic, copper and microwave interconnects; turnkey business television systems; premise wiring for video, voice and data systems; specialized engineering consulting.

Dawn Satellite, Inc......(810) 391-9200
 FAX:.....(810) 391-9207
 3340 S. Lapeer Road
 P.O. Box 9
 Lake Orion, MI 48361
PERSONNEL: John A. Joslin, Sales and Marketing Manager
DESCRIPTION: Dawn Satellite is a provider of complete satellite downlink systems, headend equipment and component parts. When customers call their Dawn Satellite representative, they get accurate technical information and competitive prices on products such as: satellite 'dish' antennas, satellite receivers, digital ready LNBs, modulators, processors and a wide variety of related products. The Dawn Satellite 'Full-line' catalog is available, showing descriptions and prices for commercial grade products from the most recognized manufacturers in the industry.

dB Communications, Inc......(610) 584-7874
 National Wats:.....(800) 526-2332
 FAX:.....(610) 584-7875
 4007 Skippack Pike
 P.O. Box 1268
 Skippack, PA 19474
PERSONNEL: Jim McCauley, President; Linda Lotti, Sales Representative; Cliff Simpson, Sales Representative; Steve Phillips, Sales Representative; Michael McCarthy, Sales Representative; Lisa Oshansky, Customer Service Representative
DESCRIPTION: dB represents the leading CATV manufacturers exclusively in the Northeast and Mid-Atlantic states. Manufacturers represented include: Augat/Broadband, Augat/LRC, Multilink, HP/Calan, Electroline, Lector, Contech, Cable Innovations and Pirelli.



dB-tronics, Inc......(803) 574-0155
 National Wats:.....(800) 356-2730
 FAX:.....(803) 574-0383
 145 Tradd Street
 Spartanburg, SC 29301

PERSONNEL: Dennis Zellner, Sales Rep; Keith Hoppes, Sales Rep; Eric Stridiron, Sales Rep; Susan Davis, Repair Rep; Edward Wall, Repair Rep; Luis Fernando Loaiza, International Sales Rep
DESCRIPTION: dB-tronics has served the cable industry since 1986 and is a primary repair center for subscriber and distribution equipment for MSOs and cable systems throughout the country. dB-tronics is Scientific-Atlanta's distributor of after-market parts and offers factory trained repair of equipment originally manufactured by S-A, Jerrold, Magnavox and others. dB-tronics sells new, remanufactured and upgraded equipment to, and purchases used equipment from, MSOs, systems and other companies associated with the cable industry worldwide. For further information contact Jay Hope, Vice President, or Mark Weddle, Sales Manager.

Dees Communications(206) 869-1963
 FAX:.....(206) 869-0717
 4130 148th Ave. N.E.
 Redmond, WA 98052
PERSONNEL: Louis Champan, Ameet Kvlar, Jim Bridgeford
REGIONAL OFFICES: Marlton, NJ
DESCRIPTION: Dees manufactures and markets computer telephony integration products for centrex service, call monitoring equipment, meridian digital centrex desktop connectivity equipment and call detail recording equipment.

DH Satellite.....(608) 326-8406
 National Wats:.....(800) 627-9443
 FAX:.....(608) 326-4233
 PO Box 239
 Prairie du Chien, WI 53821
PERSONNEL: Mike Doll; Randy Weeks; Cindy Ruff; Cindy Page
DESCRIPTION: DH Satellite is a manufacturer of spun aluminum parabolic reflectors in sizes from 60 cm through 5m (16'). DH manufactures mounts for all of their antennas with a variety of commercial mounts. Included in commercial mounts are the Gibraltar series III dual axis, the Horizon polar mount, a standard az/el and polar mount and a three point az/el mount. DH ships worldwide and delivers and installs throughout the U.S. DH carries a complete line of commercial receivers, low noise block converters, feedhorns, antenna controllers and satellite antenna cable.

Di-Tech.....(516) 667-6300
 FAX:.....(516) 595-1012
 48 Jeffry Blvd.
 Deer Park, NY 11729
PERSONNEL: Tony Bolletino, Marketing Director; Dan Mazur, Sales Manager
DESCRIPTION: Manufacturer of audio and video routing switches, audio-video distribution amplifiers, touch tone control systems and seven-day computer controller.

Dialogic Communications Corporation.....(615) 790-2882
FAX:.....(615) 790-1329
1106 Harpeth Industrial Court
Franklin, TN 37064
PERSONNEL: Gene Kirby, President; Chuck Minor, National Sales Manager; Chuck Smith, Executive Vice President, Engineering; Linda Young, Marketing Manager
DESCRIPTION: DCC provides the CATV industry with PC-based, modular ARU (Audio Response Unit) software. The 'ARU II' solution is a multi-tasking, inbound and outbound application that allows cable operators to automate their customer service and technician functions quickly and easily. Subscribers are allowed to access account balances, order pay-per-view events, confirm and/or reschedule service calls, and report outages without CSR intervention. DCC also offers predictive dialer technology. Call our demo number: (615) 790-4684.

Diamond Communication Products, Inc.....(908) 789-1400
FAX:.....(908) 789-7975
500 North Ave.
Garwood, NJ 07027
PERSONNEL: Frank Pepe, President; Gene Coll, Vice President of Sales Engineering; Ed Kelly, Eastern Regional Sales Manager; Paul Muir, Southern Regional Sales Manager; Howard Hofferman, Western Regional Sales Manager; Troy Murphy, Central Regional Sales Manager
DESCRIPTION: Manufacturer of poleline and drop installation hardware for the cable TV and telephone industries. Products include lashing clamps, lashed cable supports, drop wire clamps, suspension clamps, span clamps, grounding straps, washers, bridle rings, drive rings and pins, drills, toggle bolts, one and two-hole clamps, plastic anchors, drive hooks, antenna mounts and accessories, and the Optipet closure.

Digital Equipment Corporation.....(508) 692-2562
FAX:.....(508) 392-0603
550 King Street
Littleton, MA 01460
DESCRIPTION: Building on a strong tradition of technological excellence, Digital Equipment Corporation leads the way in the networking industry. Recently, the company pioneered a new, converged model for networking, in which hubs, routers and switches are deployed on a single integrated platform. Digital is the only vendor today shipping Ethernet, FDDI, and ATM switching—all within an integrated, open product architecture and strategy, with clear migration paths. In addition, Digital's expertise in network integration services has connected more than 13 million users worldwide. As a leader in networking, Digital will continue to work with the cable TV industry's multiple systems operators to develop new solutions for high-speed, broadband data communications over cable. Digital is currently chairing the IEEE 802.14 committee to develop standards for the delivery of multiple services over the cable infrastructure.

Digitrace, Inc.....(810) 234-1301
FAX:.....(810) 234-9037
2040 S. Saginaw
Flint, MI 48503
PERSONNEL: Paul Hales, President; Patrick Porn, Vice President; Mike Fields, Company Representative; Jim Murphy, Plant Manager; Bill Mykolajenko, Engineer
DESCRIPTION: Serving the cable industry in the repair and remanufacturing of converters, transmitters and line equipment since 1983. Services include converter repair: addressable and all basic converters. Distribution, headend and test equipment repair. Converter modifications. Sale of new transmitters. Sale of remanufactured converters and all converter parts. Panasonic and Alpha authorized warranty repair center. Pick-up and delivery. Buy and sell new and used equipment. New on-site mobile calibration of all test equipment.

Display Systems International, Inc.(306) 934-6884
FAX:.....(306) 934-6447
203 Mallin Cres.
Saskatoon, Saskatchewan, Canada S7K 7W8
PERSONNEL: Dale Lemke, President
DESCRIPTION: The new Elite 2000 broadcast standard character generator/titrer has color digitizing, color graphics, genlock, frame grabber, digital audio, off-line editing, remote communications and weather. Now available in IBM compatible Windows 3.1 format. Text Pro Jr & Sr also available, which are lower cost, text only systems.

Ditch Witch®(405) 336-4402
National Wats:.....(800) 654-6481
FAX:.....(405) 336-3458
PO Box 66
Perry, OK 73077
PERSONNEL: Ed Malzahn, President; David Woods, Director of Marketing; Shan Kirtley, Marketing Communications Manager
DESCRIPTION: Ditch Witch manufactures a full line of trenching, vibratory plow, and trenchless technology equipment for installing television cable underground. In addition, Ditch Witch offers a selection of attachments and accessories including utility backhoes, tampers, cable locators, equipment trailers and related equipment.

Diversified Control, Inc.(716) 822-0700
FAX:.....(716) 822-0740
3333 California Rd.
Orchard Park, NY 14127
PERSONNEL: Brent James, President
DESCRIPTION: Security devices; locks for pedestals, apartment boxes and power supplies; custom enclosures and fiber optic enclosures.

Dovetail Surveys Inc.(610) 264-0100
FAX:.....(610) 264-8901
961 Marcon Blvd. #450
Allentown, PA 18103
PERSONNEL: Robert V.C. Dickinson, President; Chris Weider, Technical Coordinator; Edwin L.

Dickinson, Engineering Manager; Marti Dickinson, Manager
DESCRIPTION: Dovetail Surveys offers an aerial measurement service of cable television signal leakage, as well as FCC proof of performance testing. Dovetail has developed the equipment and measurement techniques and performs these services throughout the U.S. and abroad. The reports generated are accepted by the FCC for the annual qualification under Part 76.611. Maps, overlays and other customized features available. This is an excellent way to check the effectiveness of your leakage management program while performing the FCC qualification testing.

Dow-Key Microwave Corp.....(805) 650-0260
FAX:.....(805) 650-1734
1667 Walter Street
Ventura, CA 93003
PERSONNEL: Evert Kjellberg, CEO; Don Murphy, President/General Manager; Jack Dysart, Sales Manager; Jayne Larson, International Sales Manager, Space Applications; Julie Williams, Aircraft and F.A.A. Sales Manager
DESCRIPTION: Electromechanical coaxial RF relays and microwave switches. Available options include SPDT - SP12T in both 50 and 75 ohm configurations.

DPS Inc.(209) 454-1600
FAX:.....(209) 454-1688
4922 E. Yale Avenue
Fresno, CA 93727-1517
PERSONNEL: R.A. Berry, President; Eric S. Storm, Director of Sales; Ronald E. Stover, Director of Customer Service
REGIONAL OFFICES: 1470 North Van Ness Avenue, Fresno, CA 93728
DESCRIPTION: Our mission is to develop telemetry monitoring and alarm gathering devices for the telecommunications and cable television markets. Our focus is to develop dependable, powerful, solutions which allow users to monitor larger, more complicated networks with a smaller, less trained staff. Using software as the base for developing hardware products, DPS engineers create products which are easily installed, easily upgraded, adaptable and easy to use. Our clients include the RBOCs, long distance carriers and cellular phone companies, as well as major utility companies. Additionally, DPS has distributors internationally.

Drake, R.L. Co.(513) 866-2421
FAX:.....(513) 866-0806
PO Box 3006
Miamisburg, OH 45343
PERSONNEL: Ronald Wysong, President and CEO; Mike Brubaker, Vice President Sales and Marketing; Steve Koogler, Vice President Research and Development; Philip Hawkins, Commercial Product Sales Manager; Robert Jackson, Marketing Director
DESCRIPTION: The R.L. Drake Company is a manufacturer of commercial products for CATV, SMATV and private cable systems. Headquartered in Miamisburg, OH with an engineering and produc-

◆ A-Z LISTINGS

tion facility in Franklin, OH. Products including satellite receivers, integrated receiver decoders, agile RF modulators, agile heterodyne channel processor, indoor distribution amplifiers and related accessories.

DTI Telecom Inc.(514) 392-3000
 FAX:(514) 392-3003
 800 Rene' Le'vesque Blvd West Suite 2085
 Montreal, Quebec, Canada H3B 1X9
 PERSONNEL: Daniel Y. Zann, President; Carlos Azevedo, Vice President, Radiocommunications; Ronald Lachapelle, Vice President, Finances/Administration, Mario Genest, Director, Transmission; Robert Piette, Director Telematics, Christian Martin, Director, Computer Applications; Andre Gagnon, Director, Cabling Systems
 DESCRIPTION: DTI is a consulting and engineering firm specializing in telecommunications and related computer applications. Services offered encompass strategic planning, feasibility studies, conceptual design, detailed specifications and project management. Expertise in cable TV, fiber optics, mobile and point-to-point radiocommunications, supervisory and control systems.

DTS Inc. (Formerly Digital Transmission Systems Inc.)(404) 798-1300
 Technical Support:(800) 955-1387
 e-mail: support@dts.netra.com
 FAX:(404) 798-1325
 3000 Northwoods Parkway, Building 330
 Norcross, GA 30071
 PERSONNEL: Andy Salazar, President, CEO; Bobby Boykin, Vice President, Sales; Donald B. Skipwith, Vice President, Marketing
 REGIONAL OFFICES: Eastern Area: Bill Currie, (908) 782-8470; Western Area: Lester England, (817) 467-2349
 DESCRIPTION: DTS offers the *FlexT1* line of network access multiplexers providing voice, video and data access to multiple T1 lines. The *FlexT1* integrates CSU functionality while providing T1 based voice communications and programmable N X 56/64 kbs data port functionality. Additional application modules are available for the International E1 interface, ADPCM voice compression, FXS & TO voice and digital cross connect functionality. Network management is provided by embedded SNMP agent or remote admin port via *FlexTnet* features. List prices range from \$2,000 to \$20,000 based upon configuration. *FlexAir* extends the *FlexT1* access multiplexing allowing wireline transport in place of leased wireless services. *FlexAir* systems start at \$15,000 per end plus application modules. DTS also offers DS1 & DS3 stand alone performance monitoring equipment. These systems are typically deployed by long distance and local telephone companies to provide continuous monitoring of high speed digital services (T-1 and T-3 lease lines). Standard Operational Support System (OSS) interfaces are provided as well as optional, Sun workstation based, network management systems.

Dumbauld and Associates(602) 870-4977
 National Wats:(800) 279-6639
 FAX:(602) 870-4820
 9013 N. 24th Avenue
 Suite #6
 Phoenix, AZ 85021
 PERSONNEL: Robert Forney, CEO; Tom Dumbauld, CFO; Doug Jensen, General Manager; Anna Gorman, Vice President of Administration
 REGIONAL OFFICES: Dumbauld and Associates, 6814 S. Webster St., Denver, CO 80123, (303) 933-6313; 31878 Camino Caspistrano #103, San Juan Capistrano, CA 92675, (714) 443-9220; 11929 Elm St. #16, Omaha, NE 68144, (402) 333-9098; 1839 S. Dixie Hwy, Pompano Beach, FL 33060, (305) 946-3516
 DESCRIPTION: As innovative leaders of the CATV industry, Dumbauld and Associates provides a full complement of engineering services, ranging from plant diagnostic testing to as-built mapping and fiber design. Mapping is done in Autocad and assistance/customization is available. Dumbauld and Associates also offers a line of product sales that includes: TDR toggler, Easytone (MDU drop I.D. system) and power supply maintenance software. We specialize in MDU design.

DX Communications, Inc.(914) 347-4040
 FAX:(914) 347-3953
 10 Skyline Dr.
 Hawthorne, NY 10532
 PERSONNEL: Masakazu Ohtsu, Chairman and CEO; Koki Matsumoto, President; Ken Mosca, Vice President of Sales; Ken Augustine, National Sales Manager
 DESCRIPTION: Manufacturer of commercial head-end equipment for the CATV, SMATV, private network and broadcast industries. Products include: integrated receiver descramblers, satellite receivers, agile modulators, combiners, LNBS and accessories.

Dynatech Cable Products Group, Inc.(801) 575-8801
 FAX:(801) 575-3299
 4750 Wiley Post Way
 Suite 150
 Salt Lake City, UT 84116
 PERSONNEL: Rob Shevlot, Vice President, General Manager
 DESCRIPTION: Automated information display system including image display, image capture, remote communications and off line editing. All channel messaging system for emergency alert and FCC/EBS compliance.

Dynatech Communications, Inc.(703) 494-1400
 FAX:(703) 490-8013
 12650 Darby Brooke Court
 Woodbridge, VA 22192
 PERSONNEL: Robert A. Palmer, President & CEO; Alex Saunders, Vice President, Business Development; David Carlton, Vice President, Engineering; Kerry Hawkins, Vice President, Sales; Mark Fields, Vice President, Finance
 REGIONAL OFFICES: New York, Philadelphia,

Washington, DC, Atlanta, Chicago, Dallas, San Francisco
 DESCRIPTION: Dyantech Communications Inc. is a leading manufacturer of data communications equipment, providing sales and service worldwide for global networking customers. Dynatech offers a high performance, multifunctional line of access and concentration equipment that provides the freedom to choose the most affordable technology and protocols for network applications: IP, IPX, Token Ring, ISDN, Frame Relay, ATM, X.25, and SNA. Supporting Frame Relay, ISDN, ATM, and X.25, Dynatech's products deliver comprehensive bandwidth-on-demand data communications services, all from a common platform.

E B Systems Limited(204) 489-7467
 MCI Mail:(204) 477-2172
 Internet: Bevans@MBnet.MB.CA
 FAX:(204) 489-7471
 313 Carpathia Road
 Winnipeg, Manitoba, Canada R3N 1T2
 PERSONNEL: Bill Evans, P.Eng., President; Ken Babb, P.Eng., Vice President
 DESCRIPTION: Consulting engineering firm specializing in cable television, LAN/WAN, MMDS/LMMDS and microwave radio/optical communications technology. Services include expert testimony, evaluation of products and systems, planning and techno-economic studies, complete system design (full CAD equipped) and project management, technical training, proof-of-performance/acceptance testing, technical/operational audits and management consulting. Assignments are undertaken nationally and internationally. The principals combine many years of business telecommunications (voice, data, video) experience in the telephone industry with an equal amount of CATV experience - both in the telephone company environment and with private CATV MSOs.

E-Cable, Inc.(407) 894-9444
 FAX:(407) 894-5443
 PO Box 533714
 Orlando, FL 32853
 PERSONNEL: Gary M. English, President; Bill Sundvall, Executive Vice President; Pat Manns, Executive Finance Director
 REGIONAL OFFICES: Jim Young, Central Regional Vice President, Memphis, TN (901) 366-0056; Tom Leiter, Southern Regional Vice President, New Orleans, LA (407) 894-9444; Jeff Miller, Northern Regional Vice President, Milwaukee, WI (414) 536-8488
 DESCRIPTION: The professional choice for your coaxial and fiber upgrades and newbuild projects. Quality services to the cable, telephone and computer industry: directional boring, residential and commercial installations, audits, rebuilds and upgrades, as-built mapping and engineering, U/G and aerial construction, MDU wiring and design. E-Cable, Inc. will do a quality job at a competitive price for all of your projects including complete system build from the headend to the subscribers' television. Do it right the first time...call E-Cable Inc.

E-Z Trench(803) 756-6444
FAX:(803) 756-6442
1665 Highway 701 South
Loris, SC 29569
PERSONNEL: Roger Porter, Sales Manager
DESCRIPTION: E-Z Trench makes trenching a very quick and easy one-man operation, while saving valuable time and money. Cuts approximately 100 feet in five minutes, giving the most professional look possible with virtually no damage to the turf. Their rugged construction and dual belt drive produce long and dependable service, with a very small investment. The model TS1000 will dig the trench, lay cable and backfill, all in one pass-through. Several models to choose from.



Eagle Comtronics, Inc.(315) 622-3402
National Wats:(800) 448-7474
FAX:(315) 622-3800
4562 Waterhouse Road
Clay, NY 13041
PERSONNEL: Alan Devendorf, Chairman of the Board; William Devendorf, President; Chester Syp, National Director of Sales & Marketing; Bob Portmess, Director of International Sales
DESCRIPTION: Improved ESN series of negative traps; improved ESD jamming carrier decoding filters; newest positive (non jamming carrier) decoding filters called Sideband Interdiction System (SIS). Encoders, channel droppers, metal shields and single home and MDU addressable trap switches with impulse pay-per-view. Standard negative and positive traps (ETN & ETD); Ultra sharp negative and positive traps (ESN & ESD); 1 GHz negative and positive traps (EXN & EXD); and high channel positive traps (SIS System). Encoders, channel droppers, metal and plastic security shields and installation tools. Every variety of high pass, low pass and tier traps.



EDS(214) 605-6190
FAX:(214) 605-6201
5400 Legacy, HI-5C-36
Plano, TX 75024
PERSONNEL: John Harris, Corporate Vice President, Communications Industry Group; Toby Tobaccowala, President, Media; Mike Hosmer, President, Cable Television Services
DESCRIPTION: For over 30 years, EDS has helped customers achieve their business objectives through the application of information technology. EDS ser-

vices many industries including cable, telephony, wireless, publishing, on-line services, entertainment and broadcasting. Our focus is on providing a full range of systems and services including billing platforms, transaction and customer management systems, operational and customer support technologies, network services and integration, and database services. Other capabilities include consulting, multimedia systems design, development and integration, video-on-demand, and content management services such as encryption, encoding, copyright protection, storage, access, transmission and security.

Electrohome Ltd.(519) 744-7111
FAX:(519) 749-3131
809 Wellington St. N
Kitchener, Ontario, Canada N2G 4J6
PERSONNEL: J.A. Pollock, Chairman and CEO; Bruce E. Cowie, President and COO, Broadcast Group; David B. Lowater, President and COO, Electronics Group; William D. McGregor, Senior Vice President; Dan P. Wright, Vice President and CFO; William M. Alguire, Secretary
REGIONAL OFFICES: Tonawanda, NY (716) 874-3630; Rancho Cucamonga, CA (909) 466-3816; Reading, Berkshire, England (44) 734-756540; Singapore (65) 3465515
DESCRIPTION: Operates two television stations, Ontario, CKCO-TV and Alberta, CFRN-TV, that are CTV network affiliates. Manufactures and/or distributes a wide range of electronic equipment. Vari-Scan direct view CRT and LCD displays (color and monochrome) 11 inches to 21 inches; video displays; color LCD and CRT-based data/graphics and video projection systems. Distributors for Stereographics three-dimensional visualization systems.

ELECTROLINE

Electroline
Equipment Inc.(514) 374-6335
National Wats:(800) 461-3344
FAX:(514) 374-9370
8265 St. Michel Blvd.
Montreal, Quebec, Canada H1Z 3E4
PERSONNEL: Mitchell Olifman, President/CEO; Henri Bertemes, Executive Vice President, Marketing; Mitchell Goldberg, Vice President Product Applications; Mike Rychel, Applications Engineer; Bess Leve, Director of Communications
REGIONAL OFFICES: Robert G. Geissler, R. Geissler & Associates, 65 Gate House Lane, Edison, NJ 08820 (800) 392-4314, FAX (908) 321-0313; James McCauley, Antietam Management Corp., 4007 Skippack Pike, P.O. Box 1268, Skippack, PA 19474 (800) 526-2332, FAX (610) 584-7875; Steve Miller, Microsat, 4343 Shallowford Road, Suite F3, Marietta, GA 30062 (800) 438-0812, FAX (404) 643-0899; Jim Wood, Microsat SW, 813 Singing Hills Drive, Garland, TX 75044 (214) 496-1107, FAX (214) 496-1306; Doug

Huston, Microsat SW, 2801 Summit Drive, Edmund, OK 73034 (405) 348-4225, FAX (405) 359-7374; Edward Carrol, Vision Corp., 7425 W. County Road, 550 South, Muncie, IN 47302 (317) 759-8122, FAX (317) 759-5861; Curt Carlson, Cabtel, 267 F Street, Hampton, NE 68843 (402) 725-3820, FAX (402) 725-3898; Greg Francis, GRF Comm Provisions Inc., 1406 Fairhill Drive, Riverside, CA 92507 (909) 784-0104; Ed Harmon, Western Systems & Service, 2869 Silver Ridge Drive, Pinon Hills, CA 92372 (619) 868-5628
DESCRIPTION: Electroline Equipment Inc. is a leading manufacturer of 1 GHz passive and addressable taps for hybrid fiber/coax networks. Taps come in power-passing and blocking versions, supporting two-way communications, voice, analog and digital video and data. Electroline also makes customer premises amplifiers, filters, couplers, and splitters.

Electronic Comm. Inc.(502) 449-4608
National Wats:(800) 726-1475
4721 Dixie Highway
Louisville, KY 40216
PERSONNEL: J. Dwayne Rice, President
DESCRIPTION: A cable TV repair facility. We repair converters, distribution equipment, test equipment, headend equipment and signal level meters.

Electronic Metal
Products, Inc.(303) 375-8000
FAX:(303) 375-8015
21000 East 32nd Parkway
Aurora, CO 80011
PERSONNEL: Carl Hicks, CEO/President; Judy K. Griffith, Vice President Sales/Marketing
DESCRIPTION: Manufacturers of the MAX line of high security multiple dwelling unit (MDU) apartment enclosures. The most secure and best built enclosures on the market. Several styles to choose from. Other products available include the E2 Electronic Enclosures, a full line of 57 cabinets and racks for mounting equipment in headends, studios, switching stations, offices, etc. Most E2 enclosures ship within 48 hours. Will design and produce custom enclosures to meet your needs.

Electronics Training Division
Texas Engineering
Extension Service(409) 845-6763
FAX:(409) 845-6765
Texas A&M University System
College Station, TX 77843-8000
PERSONNEL: James Wallace, Division Head
DESCRIPTION: The Electronics Training Division of the Texas Engineering Extension Service (TEEX) of The Texas A&M University System has short courses available for electronic and electrical maintenance technicians in areas of computer technology, digital, analog, microprocessor and instrumentation application and theory. These courses can be taught on-site and contain hands-on laboratory exercises. Please call (800) 541-7149 for information and class scheduling.

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Elite Raceway Systems(216) 248-0100
 National Wats:(800) 669-7667
 FAX:(216) 248-3732
 34600 Solon Road
 Solon, OH 44139
 PERSONNEL: Mark Smock, General Manager; Ray Keden, Engineer
 DESCRIPTION: PVC, aluminum, steel wire/cable surface raceways and fittings. U.L. approved and in multicolors. Comprehensive raceway product line-competitively priced-looking for stocking distributors.

Engineering Consulting(714) 671-2009
 FAX:(714) 255-9984
 583 Candlewood St.
 Brea, CA 92621
 PERSONNEL: Robert Blumenkranz, President
 DESCRIPTION: Engineering Consulting manufactures the low-cost Video Poster™ graphics and character generator. Options include: VCR Ad insertion controlled by infrared remote sender or by satellite transponder audio cue tone decoder. Weather sensor display options include temperature, humidity, barometric pressure, wind speed and direction and ramin gauge. Solid state battery backed RAMdisk technology assures long term uninterrupted data retention. Hundreds of daily, weekly, auto-activated Script and Macro commands control programmable events. Edit the Video Poster™ locally or remotely via modem using an IBM, Mac, or another Video Poster™. A company logo installed on your Video Poster™ is free with your order.

EPITAXX Optoelectronic
 Devices, Inc.(609) 538-1800
 FAX:(609) 538-1684
 7 Graphics Drive
 West Trenton, NJ 08628
 PERSONNEL: Yves Dzialowski, Executive Vice President; Brian VanOredel, Director of Sales; Jay Liebowitz, Director of Marketing; Dr. C.S. Wang, Vice President of Technology
 REGIONAL OFFICES: Los Angeles, CA (310) 551-6507, FAX (310) 551-6577
 DESCRIPTION: EPITAXX is a manufacturer of optoelectronic sources and detectors for fiber optic communications. We offer a complete line of detector and receiver components for fiber optic CATV, including our EPM700 series of photodetectors, featuring very low intermodulation distortion performance for AM transmission, and our higher performance EPM710 detector for 750 and 860 MHz applications. Our entire line of CATV products incorporates a low back reflection design, making them suitable for both AM and FM transmission applications.

Ericsson Inc.(800) 288-ERIC
 FAX:(214) 680-9643
 1010 East Arapaho Road
 Richardson, TX 75081
 PERSONNEL: Bo Hedfors, CEO; Mike Margolis, Executive Vice President; Doug Smith, Vice President, Sales; Bo Ohlsson, Vice President, Local Switching; Staffan Nilsson, Director, ATM/Broadband; Jim LeoGrande, Director,

Integrated Solutions
 DESCRIPTION: Ericsson is a worldwide telecommunications manufacturer with 75,000 employees in over 100 countries and more than \$1 billion dollars invested each year in research and development. Ericsson provides end-to-end solutions to the CATV industry for telephony, video, data and personal communications services.

Ericsson Raynet(415) 324-6400
 FAX:(415) 324-6666
 155 Constitution Drive
 Menlo Park, CA 94025-1106
 PERSONNEL: Robert G. Kelsch, President & CEO; Orjan Mattsson, Executive Vice President; F. Raymond McDevitt, Vice President, Product Line Management; Gunner Liljegren, Vice President, International Marketing; Daniel G. Meessmann, Vice President, US Sales & Marketing; Jan Olof Lonnblom, Vice President, Operations Support Products
 DESCRIPTION: Ericsson Raynet offers flexible fiber access solutions that deliver cost-effective voice, broadband, and data services to the local loop. This access fiber platform includes LOC@-2 fiber distribution systems, RVS interactive broadband systems, a hybrid fiber/coax solution for voice, video and data transmission, and operations support software, including the RIDES® system, for comprehensive network management.

Eritech®, Inc.(910) 944-3355
 National Wats:(800) 476-2156
 FAX:(910) 944-2511
 PO Box 487
 Aberdeen, NC 28315
 PERSONNEL: Larry Fisher, C & I Division Manager; Bill Stewart, Utility Division Manager; Bob Quirk, Flexibar Product Sales Manager; Mickey Wilson, Western Regional Manager; Otto Oswald, Eastern Region Manager; Andy Nobles, Southern Region Manager; Jeff Scott, Central Regional Manager
 REGIONAL OFFICES: Regional sales agents nationwide.
 DESCRIPTION: Eritech, Inc., a subsidiary of Erico International, is a manufacturer of complete grounding systems and accessories for the electrical markets, including anchor rods, Flexibar®, ESPT™, Sidewinder™, Earth Aid™, Duraclamp™ and electrical connectors.

ESE(310) 322-2136
 FAX:(310) 322-8127
 142 Sierra Street
 El Segundo, CA 90245
 PERSONNEL: Bob Mayers, Vice President; Brian Way, Director of Marketing; Jerry Johnson, President; Bill Kaiser, General Manager; Cory Campbell, Chief Engineer
 DESCRIPTION: Manufacturers of solid state digital clocks, timers, time code readers, generators, inserters, comparators and converters. Audio and video distribution amplifiers, Black Burst generators, audio level and impedance interfaces, audio accessories.

Exeltech, Inc.(817) 595-4969
 National Wats:(800) 886-4683
 FAX:(817) 595-1290
 2225 E. Loop 820 N
 Fort Worth, TX 76118-7101
 PERSONNEL: Gary Chemelewski, President; Barry Jason, Chief Engineer
 DESCRIPTION: Exeltech is a manufacturer of a complete line of true sine wave power inverters. The SI-series power inverters convert 12 volts DC (from a car or truck battery) into 115 volts of true sine wave power. Sizes range from 250 watts to 3000 watts and are available in 12, 24, 36, 48 or 120 volts DC. Over 200 different models available.

EXFO E.O. Engineering, Inc.(418) 683-0211
 National Wats:(800) 663-EXFO
 FAX:(418) 683-2170
 465 Godin
 Vanier, QC, Canada, G1M 3G7
 PERSONNEL: Germain Lamonde, President, Sales and Marketing Manager; Robert Tremblay, Vice President, Engineering; Jean-Pierre Rafeno, Vice President, Production; Richard Ouellet, Controller; Richard Poulin, Purchasing Agent; Maryse Imbeault, Marketing and Communications Agent
 REGIONAL OFFICES: EXFO AMERICA, (214) 907-1505, Fax: (214) 907-2297; Pennsylvania, (215) 672-4065, Fax: (215) 441-0346; EXFO EUROPE, Tel: (33) 1 34.63.00.20, Fax: (33) 1 34.65.90.93; Pennsylvania, (610) 388-7272, Fax: (610) 388-7474, Illinois, (708) 887-7898, Fax: (708) 887-7899
 DESCRIPTION: EXFO manufactures a complete range of instruments to serve the main segments of the telecommunications industry, such as telephone companies, carriers, remote access providers, local/wide area networks, (FDDI, ISDN, ATM, etc.), cable operators (CATV), laboratories and the military. EXFO manufactures a comprehensive selection of fiber optic test equipment; OTDR dual wavelength test systems, power meters, attenuation meters, LED/laser sources, back-reflection test sets, visual fault locators, talk-sets, 4-channel card level power meters, variable back reflectors, live fiber detectors, and more.

F-Conn Industries,
 a division of CableReady, Inc.(303) 288-7559
 National Wats:(800) 222-2142
 FAX:(303) 288-4769
 470 E. 76th Avenue #3
 Denver, CO 80229
 PERSONNEL: Randy Holliday, President; Susan Stockstill, Vice President of Sales; Beverly Wensch, Controller; Michelle Morley, Sales Associate; Eric Kesinger, Product Manager
 DESCRIPTION: F-Conn designed a brand new, ingenious F-fitting. The F-fitting design provides a better, stronger connection. F-Conn's connectors provide the performance of a high-end connector at a standard F-fitting price.

Federal Telecom Inc.
 P.O. Box 630(815) 338-6000
 FAX:(815) 648-2649
 12121 Route 173
 Hebron, IL 60034

PERSONNEL: John Middlebrook, President; Jim Ryan, Quality Manager; Ken Gentry, Vice President/General Manager; David Middlebrook, Treasurer; Arlene Ihssen, Customer Service Manager
DESCRIPTION: Federal Telecom Inc. is a leading supplier of rugged polyethylene buried plant closures to the CATV industry. These pedestals are manufactured under the registered trademark 'Polyped'. The C124 Series closures are available in a variety of sizes and styles from 4 inches through 12 inches and are intended to house and protect taps, splitters, line extenders, power supplies, directional couplers and some power amplifiers. The C1230 Series amplifier closures, also available in a variety of sizes and styles, are intended to house and protect amplifiers as well as other components used by the CATV industry. A complete line of brackets, mounting stakes, labels and vents are available. Federal Telecom also manufactures a variety of telephone outside plant equipment and cable assemblies that are Bellcore and REA accepted under the registered trademarks Fed Tel Superstub and Teleped.

Fiber Optic Network
Solutions Corp......(508) 842-4744
FAX:.....(508) 842-5640
 587-B Hartford Turnpike
 Shrewsbury, MA 01545
PERSONNEL: Michael J. Noonan, President; Richard Dodakian, Director of Finance and Operations; Domenic Romano, Director of Engineering; Scott Dearent, District Sales Manager; Mark Lavallee, District Sales Manager; Michael Ricciardi, District Sales Manager
DESCRIPTION: FONS is a leading manufacturer of fiber optic interconnect hardware. Our products range from OSP (aerial, buried and pedestal products) to customer premise (wall and rack mounted) through headend, including fiber management software. Our complete line supports splice, termination, and housings for splitters and wave division multiplexers. In addition, FONS provides industry standard fiber optic cable assembly jumpers, pigtailed and attenuators. FONS aims to provide customers with optimum engineering solutions through a comprehensive product offering, attaining market leadership through a long term commitment to the development of innovative products in continued support of customer requirements.

FiberCorp, Inc......(407) 495-5568
FAX:.....(407) 495-5569
 5300 West Atlantic Avenue
 Delray Beach, FL 33484
PERSONNEL: Ron Caravello, CEO; Robin Brelsford, Director Marketing; Ron Kalvin, Vice President, Sales; David Tinker, Technical Director
DESCRIPTION: FiberCorp manufactures, markets and supports a family of alarm surveillance and network management systems for use by telecommunications companies worldwide. These systems are unique in providing a total solution for network management, a solution which is software driven, integrated, vendor-independent and competitively priced.



Fibertron Corporation.....(714) 871-3344
FAX:.....(714) 871-5616
 1405 E. Orangethorpe Ave.
 Fullerton, CA 92631
PERSONNEL: Marlene Spiegel, President; Henry Cohen, Executive Vice President; Marc Spiegel, Executive Vice President
REGIONAL OFFICES: Southeast Region: 6670 Jones Mill Court, Suite C, Norcross, GA 30092, (404) 409-1700 Fax: (404) 409-1702; Northeast Region: 4601 Locust Lane, Suite 201, Harrisburg, PA 17109 (717) 652-6565, (717) 652-6677
DESCRIPTION: Distributor of fiber optic cable assemblies, communication outlets, connectors, couplers, distribution equipment, FDDI, innerduct, modems, LAN, splices, supplies, test equipment, tools, and tool kits. Value-added services include standard and custom cable assemblies, pre-term shelf production, customer training and technical seminars. Manufacturers include: AMP, AT&T, Amphenol, Belden, Chromatic Technologies, Clauss, Ensign-Bickford, Fiber Options, Greenwich Instruments, IFS, Ixian, Klein Tools, Leica, Miller, Mitsubishi, N-Base Switch, Noyes, Paladin, Panduit, PSI, Pyramid, Raylan, Reliance, Siecor, 3M, Tra-Con and more.

First Pacific Networks.....(408) 943-7600
FAX:.....(408) 943-7666
 871 Fox Lane
 San Jose, California 95131
PERSONNEL: Craig J. Brunet, President and CEO; Rajiv Jaluria, COO; Jim Hirsch, Senior Vice President
REGIONAL OFFICES: 3 Lakeway Center, 3838 N. Causeway Blvd., Suite 2070, Metairie, LA 70002; (504) 831-4144, FAX (504) 831-3664; Watermans Court, Kingsbury Crescent The Causeway, Staines, Middx TW18 3BA United Kingdom, 0784-441437, FAX 0784.441956; 49 Libertad Street Madaluyong 1501, Metro Manila Philippines 632.531.0422, FAX 632.531.0406
DESCRIPTION: First Pacific Networks, Inc. (FPN) is a leader in the design and manufacture of intelligent distributed communications systems for two-way voice, data and video communications over hybrid fiber/coaxial broadband networks. FPN currently markets two products, the FPN1000™ and PowerView™. The FPN1000, or FPN1000i internationally, integrates digital telephony and data communications on a single platform for delivery to residences and small businesses. PowerView allows electric utilities and their customers to partner for demand-side management savings. The product's customer-controlled load management features manage energy consumption to reflect homeowner cost/comfort preferences.

Flight Trac, Inc......(206) 290-9800
FAX:.....(206) 290-9338
 10108 32nd Avenue W.
 Suite 2-B
 Everett, WA 98204
PERSONNEL: Chris Duros, President; Bette Euse, Administration; Richard Allen, Data Processing
DESCRIPTION: The industry's most experienced airborne signal leakage measurement, mapping and reporting service, available from sites located nationwide. The exclusive US corporation licensed to operate the Rogers Engineering ALM system. Flight Trac has flown over 1 million miles of cable from Maine to Hawaii and is the vendor of choice for more major MSOs than all others combined.

FM Systems, Inc......(714) 979-3355
National Wats:.....(800) 235-6960
FAX:.....(714) 979-0913
 3877 S. Main St.
 Santa Ana, CA 92707
PERSONNEL: Frank McClatchie, President; Tom Corwin, Sales; Don McClatchie, Chief Operating Officer
DESCRIPTION: FM Systems, Inc. produces the VM771 Video Master, ALM771 Audio Level Master, VM711 Video Master, ALM673 Audio Level Master, VVM, Video Voltmeter, VMM Video Modulation Meter, AMM Audio Modulation Meter, CSPM-1 Cable Stereo Performance Meter (BTSC) and a full line of satellite delivery music services equipment as well as sync-buzz reduction filters and supertrunk MTS stereo transmission systems, and the ADM-1 Audio Deviation Meter. New -ATU-8 and ARU-8 alarm and control encoded on video in coax-no more twisted pairs.



Foresight Products, Inc......(303) 286-8955
National Wats:.....(800) 325-5360
FAX:.....(303) 287-3866
 6430 East 49th Drive
 Commerce City, CO 80022
PERSONNEL: Craig Warnimont, Vice President, Sales; Matthew Esquibel, Sales
DESCRIPTION: Manta Ray® Utility Anchor System, driven into the ground (not screwed) with jackhammers (no soil disturbance). Excellent for hard-to-reach places. No digging, no mess, and each anchor is loaded to the holding capacity desired before giving off to the utility pole.

Fotec, Inc......(617) 241-7810
E-Mail:.....info@fotec.com
FAX:.....(617) 241-8616
 529 Main Street
 PO Box 246
 Boston, MA 02129
PERSONNEL: James E. Hayes, President; George Shinopoulos, Vice President Engineering; Joan Diani, Sales Manager; William Pierce, Sales; Louise Downing, Sales
DESCRIPTION: Manufacturers of fiber optic test equipment, including power meters and LED and laser sources. Also manufactures fiber optic attenuators, inspection microscopes, automated laser-test

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and burn-in systems, optical loss test sets, fiber optic intercoms and talk sets and fiber optic cable fault locators. Will also build custom-designed test equipment.

Fox Electronics, Inc.(404) 664-5542
FAX:.....(404) 368-8928
P.O. Box 591
Alpharetta, GA 30239-0591
PERSONNEL: Steve Fox, President; Jan Fox, Vice President
DESCRIPTION: Fox Electronics, Inc. manufactures test equipment designed to aid in troubleshooting local commercial insertion systems and BTSC stereo encoders. The CI equipment allows you to find the problem with your system between commercial breaks and without having to swap system components. The BTSC test set completely evaluates all important parameters of a stereo encoder to insure it is working within the manufacturer's specifications.

Foxcom.....(310) 275-8420
FAX:.....(310) 285-0797
PO Box 35746
Los Angeles, CA 90035
PERSONNEL: Michael Loboda, Sales Manager, USA
DESCRIPTION: Foxcom specializes in development and manufacture of fiber optic transmitters and receivers for video and multichannel communications. Products include: Model 7000, a low-cost fiber optic link for satellite LNB, Model 7070, 70 and 140 MHz interfaz link and Series 100, single channel video and audio links over multimode fiber.

FrameRate Labs, Inc.(801) 487-0069
E-Mail Address:.....FRL@XMISSION.COM
FAX:.....(801) 487-0522
3007 South West Temple, Suite H
Salt Lake City, UT 84115
PERSONNEL: James R. Harvey, CEO; Tony Herrig, Software Engineer
DESCRIPTION: FrameRate Labs, Inc. is the manufacturer of the MILLENNIUM Multimedia Display Engine and the MILLENNIUM Script Authoring System. The MILLENNIUM Script Authoring System and Processing System provides a smooth process of creating programs in the studio and moving them to the MILLENNIUM Multimedia Display Engine. MILLENNIUM is used for cable television, industrial and other television channels dedicated to displaying photo ads, classified ads, infomercials, video commercial insertion and information for hotels, hospitals, airports, factories and offices.

Frederick Engineering.....(410) 290-9000
FAX:.....(410) 381-7180
10200 Old Columbia Road
Columbia, MD 21046
PERSONNEL: Fred Conte, President; Mike Heilman, Vice President; Dave Gray, Engineering Manager
DESCRIPTION: Manufacturer of PC-based digital access cross connect switches and WAN protocol analyzers.



Fujitsu Network Transmission Systems.....(214) 690-6000
FAX:.....(214) 497-6990
2801 Telecom Parkway
Richardson, TX 75243
PERSONNEL: Koji Inoue, President; Ron Martin, Senior Vice President of Engineering & Product Planning; George Chase, Senior Vice President of Sales & Marketing, Transmission Division
REGIONAL OFFICES: Central Region, (708) 250-8230; Eastern Region, (800) 709-6674; Northeastern Region, (800) 779-8616; Pacific Region, (510) 463-4894; Southern Region, (404) 853-4100; Southwestern Region, (214) 690-6000; Western Region, (303) 446-6000; Competitive Carrier Sales, (214) 690-6000; Canada, (905) 602-5454
DESCRIPTION: FNTS provides state-of-the-art Sonet transmission equipment. More Fujitsu Sonet multiplexers have been deployed in the telephony network than any other vendor's. Fujitsu's FLM family provides transport at OC-3, OC-12, and OC-48 rates. FACTR is Fujitsu's access/transport system with optical rates of OC-3 and OC-12. FACTR's narrowband application allows the drop of DS-1s and DS-Os. FACTR's broadband application is the foundation for Fujitsu's full service network architecture: broadband FITL.

Gabriel Electronics, Inc.....(207) 883-5161
FAX:.....(207) 883-4469
PO Box 70
Scarborough, ME 04070-0070
PERSONNEL: Frank Gemme, Senior Vice President; Donald Crisman, Vice President, Sales/Marketing; Robert Whiting, Vice President Engineering; Michael Cahill, International Sales Manager; Carlos Bonilla, Latin American Sales Manager; Susan Williams, North American Sales Manager; Richard Aiken, Installation Manager; Seth Hanson, Advertising Manager
REGIONAL OFFICES: Scituate, MA (617) 545-9369, FAX (617) 546-0136; Stone Mountain, GA (404) 498-7710, FAX (404) 498-7706; San Jose, CA (Latin American Region) (408) 556-1080, FAX (408) 556-1089; San Diego, CA (619) 484-3139, FAX (619) 484-4340
DESCRIPTION: Gabriel Electronics Inc. has been supplying terrestrial microwave point-to-point antenna systems and transmission line systems since 1943. These products cover frequency bands ranging from 400 MHz to 40 GHz. Gabriel antennas are available in Parabolic Grid, Standard, High Performance, Ultra High Performance and Horn Reflector configurations. Gabriel also offers coaxial cable, elliptical waveguide, rectangular waveguide, circular waveguide and related accessories. Gabriel's Installation Services Division is highly recognized for its program management, installation and preventive maintenance programs tailored to your program requirements.

GC Technologies.....(404) 991-9200
FAX:.....(404) 994-8555
1897 Providence Court
Atlanta, GA 30337-6612
PERSONNEL: John J. Smith, President; Dr. Michael Corke, Executive Vice President; Neville Ronan, Vice President Marketing & Sales
DESCRIPTION: GC Technologies, Inc. is a manufacturer of singlemode/multimode cable assemblies, fiber termination cabinets, outside plant closures, connector polishing equipment, passive components including couplers and wavelength division multiplexers, and network monitoring, testing and restoration systems. Products are used in long haul telecommunications, fiber in the loop (FITL), CATV trunking and feeder loops, test equipment and fiber optic sensor applications.

GE Silicones.....(800) 255-8886
FAX:.....(518) 233-2642
260 Hudson River Road
Waterford, NY 12188
REGIONAL OFFICES: Westborough, MA (508) 836-6310; Norcross, GA (404) 662-1080; Independence, OH (216) 447-1750; Lisle, IL (708) 505-2560; Brea, CA (714) 255-7244
DESCRIPTION: Manufacturer of silicone materials, including greases, compounds, sealants and rubber.

General Datacomm, Inc.(203) 574-1118
FAX:.....(203) 758-8507
1579 Straits Turnpike
Middlebury, CT 06762-1299
PERSONNEL: Charles P. Johnson, Chairman & CEO; Ross A. Belson, President & COO; William S. Lawrence, Vice President, Finance & CFO; Frederick R. Cronin, Vice President, Technology; Robert S. Smith, Vice President, Business Development; Michael Thurk, Senior Vice President, Marketing
DESCRIPTION: General DataComm is the leader in providing real business solutions for enterprise and telecommunications networks based on ATM products and services. Its extensive product line includes the APEX family of ATM switches, LAN inter-networking products, multiplexers, digital data sets and high-speed dial up modems. Based in Middlebury, Conn., GDC provides communications solutions worldwide.



General Instrument

General Instrument Corporation
GI Communications Division.....(215) 674-4800
National Wats:.....(800) 523-6678
FAX:.....(215) 956-6497
2200 Byberry Road
Hatboro, PA 19040
PERSONNEL: Larry Osterwise, President; Ed Breen, Executive Vice President; Robert Cromack,

Vice President, Manufacturing; Buck Hill, Executive Vice President, Engineering; Geoff Roman, Vice President, Technology and New Business Development
REGIONAL OFFICES: 6262 Lusk Blvd, San Diego, CA 92121, (619) 535-1500; 110 E. 59th St., New York, NY 10002, (212) 909-0461; 1330 Capital Parkway, Carrollton, TX 75006, (214) 323-4120; 7100 E. Bellevue Ave., Suite 101, Englewood, CO 80111, (303) 740-6118
DESCRIPTION: Designer and manufacturer of end-to-end satellite and terrestrial delivery systems, including encryption systems providing scrambling for programmers and consumer descramblers and receivers for the home satellite market. Products include end-to-end DigiCipher digital compression technology for satellite and cable applications. Cable products include Cableoptics® optoelectronics; including STARFIRE® and SUPER-STARFIRE® high performance lasers and STAR-LITE optoelectronics; STARLINE® distribution electronics, including SX trunk amplifiers, J-Series line extenders, taps and passives; full line of COM-MANDER® and S-Series headend gear, including DigiCipher satellite receivers, frequency agile modulators and demodulators, video processors, analog satellite receivers, stereo encoders and status monitoring equipment.



GeoKlein Industries(415) 694-7770
FAX:.....(415) 961-8009
P.O. Box 1886
Los Altos, CA 94023
PERSONNEL: Marian Klein, President
REGIONAL OFFICES: P.O. Box 18118, Boulder, CO 80308, Jim Widlar, Vice President; Chris Widlar, Marketing Manager
DESCRIPTION: GeoKlein Industries Inc. manufactures and markets the SteadyState Anti-Icing System which prevents the accumulation of ice and snow on satellite dish reflectors. SteadyState uses a continuous core of semi-conductive polymer. The polymer regulates its own heat output as the ambient temperature changes. Heat is distributed evenly, and hot spots are eliminated. SteadyState Anti-Icing Systems are sold in kits ready for installation. The kits are user-installed and require minimal effort to install and maintain.

Gilbert Engineering Company Inc.(602) 245-1050
National Wats:.....(800) 528-5567
FAX:.....(602) 939-3538
5310 W. Camelback Road
Glendale, AZ 85301
PERSONNEL: Robert Spann, President; Maurice Covino, Director of Telco Sales & Marketing; Jeanette Perry, Manager, Customer Service
DESCRIPTION: Gilbert Engineering, established in 1954, is the world's largest manufacturer of coaxial

connectors for broadband communications systems. Gilbert produces a full range of standard connectors and adapters for all trunk, distribution and drop cables, as well as special designs.



Global Network Technologies Inc.(303) 781-4399
FAX:.....(303) 781-4285
3333 S. Bannock Street, Suite 410
Englewood, CO 80110
PERSONNEL: Chuck Krone, Chip Young, Steve Pangburn, Mike Wackley
DESCRIPTION: Global Network Technologies (GNT) provides installation, integration, design and maintenance of communications networks. GNT specializes in project management of fiber optic networks to include software and hardware interfaces. In addition to fiber optic networks, we provide services in Sonet, local area networks, graphic display terminals, control systems, as well as many other aspects of the communications industry.

Gordon Kapes, Inc.(708) 676-1750
FAX:.....(708) 982-0747
5520 West Touhy Avenue
Skokie, IL 60077
PERSONNEL: Gordon K. Kapes, President; Joseph Urbanczyk, Engineer; Carrie Gage, Communications Manager; Tim Sammons, Sales Manager
DESCRIPTION: Manufacturer of peripheral telecommunications equipment, including power failure transfer equipment; analog and digital Trunk interfaces; paging adapters, power supplies and other products.



Gould, Inc.
Fiber Optics Division(410) 987-5600
National Wats:.....(800) 544-6853
FAX:.....(410) 987-1201
1121 Benfield Boulevard
Millersville, MD 21108
PERSONNEL: Susan L. Trumbule, Vice President Sales & Marketing; Vincent J. Tekippe, President & General Manager; Jane H. Arason, Advertising/Promotions; Jeff Bugenhagen, North American Sales Manager; Craig Whitson, Product Manager
DESCRIPTION: Gould manufactures high performance, highly reliable passive fiber optic components including: single and multimode couplers

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(splitters), singlemode wavelength division multiplexers (WDMs), wavelength independent couplers (WIC™) and truly fused trees and stars. These devices are available with standard or specialty fiber. Custom packaging and connectorization options available. Distributed products include: Polarization Maintaining Couplers, FC and SC connectors and parts, amplitude modulators, planar waveguide components and multimode WDMs.

Grass Valley Group, Inc.(916) 478-3000
FAX:.....(916) 478-4020
PO Box 1114
Grass Valley, CA 95945
PERSONNEL: Dan Castles, President; Russ Johnson, Vice President of Sales, Americas; John Glass, General Manager, Video Transport; Chris Stecko, Director of Marketing, Video Transport
REGIONAL OFFICES: Western-101 First Street, Suite 1000, Burbank, CA 91502, (818) 953-8900; Northeast-6 Forest Avenue, Paramus, NJ 07652, (201) 845-7988; Central-3100 West Higgins Road, Suite 135, Hoffman Estates, IL 60195, (708) 310-9190; Southwest-5628 Green Oaks Boulevard SW, Suite A, Arlington, TX, 76017, (817) 483-7447; Southeast-3554 Habersham at Northlake, Tucker, GA 30084, (404) 493-1255; Washington D.C.-12420 Prosperity Drive, Suite 110, Silver Spring, MD 20904, (301) 622-6313
DESCRIPTION: Grass Valley Group is the premier manufacturer of equipment for broadcast, production and transport of video. A pioneer in the transport of broadcast quality video signals over fiber optics, Grass Valley now provides the capability to transport video using private or on-network systems. For applications from security to entertainment, Grass Valley products can be chosen and configured to meet customers' exact performance and cost requirements. These products include the MCF multichannel transmission system, J Series DS3 codec, DVC 2.0 T1/E1 codec, SVP 155 Sonet OC3 system, WaveLink, and master interactive distance learning system.

Great Lakes
Data Systems, Inc.(414) 887-7651
National Wats:.....(800) 882-7950
FAX:.....(414) 887-7653
1010 DeClark Street
Beaver Dam, WI 53916
PERSONNEL: Lon Rosado, Vice President Sales and Marketing; Gary Schoenfeld, Manager, Software Development; Steve Finnegan, Addressable Engineering; Doug Ganske, Controller; Donna Braun, Customer Service Coordinator; Laura Rosado, Network Specialist (C.N.E.)
REGIONAL OFFICES: 535 Encinitas Blvd., Suite 110, Encinitas, CA 92024, (619) 753-1024
DESCRIPTION: Provides PC-based network or single-user billing and subscriber management software. Offers pay-per-view (PPV), automatic number identification (ANI), impulse pay-per-view (IPPV), and low cost automatic response units (ARUs). Addressable converter interfaces available for all major manufacturers' equipment. Field proven software since 1981, including optional interface to complete accounting packages. Choose

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turnkey systems including hardware and software, or software only, for 500 to 50,000 subscribers. Also offers unique, low-cost hotel PPV system (Touch Tone Theater). Professional installation, training and technical support available. Prices start at \$2,500.

Griffin, Frederick G., P.C.(804) 237-2044
FAX:(804) 237-6063
3229 Waterlick Road
Lynchburg, VA 24502
PERSONNEL: Frederick Griffin P.E., President; Ed McCormick P.E.; John T. Tengdin P.E.; Bernhard Klein, Staff Engineer; Eugene Langone, P.E.
REGIONAL OFFICES: 5902 Mount Eagle Drive, No. 1009, Alexandria, VA 22303, (703) 960-1400
DESCRIPTION: Professional communications consulting in the areas of franchise compliance, engineering, construction, feasibility study, refranchising, system appraisal, service audits and CLI verifications. Dedicated networks, telephone and local government radio system consulting.

GTS Enterprises, Inc.(404) 591-1670
FAX:(404) 591-1484
508 Industrial Drive
Woodstock, GA 30188
PERSONNEL: Stuart V. Gibson, Chief Executive Officer; Teresa J. Gibson, President; M. Kent Sharp, Vice President
DESCRIPTION: Communications engineering company offering: as-built mappings, cable TV, upgrade/rebuild construction, coaxial and fiber cable testing, design with Lode Data, digitizing with Autocad, Cableview and Lynx optical fiber fusion splicing, optoelectronic equipment Installation and proofing, and turnkey project management.

H A Solutec Ltd.(514) 522-8960
FAX:(514) 598-7808
4360 D'iBerville
Montreal, Quebec, Canada H2H 2L8
PERSONNEL: Gilles Fortin, President
DESCRIPTION: Solutec is a manufacturer specializing in audio, video and control devices. During the last decade, Solutec has gained vast experience in automated broadcasting systems, for commercial inserts and program broadcasting. Currently designing new systems to cope with customer needs, the people of Solutec are always ready for new challenges.

Halls Safety
Equipment Corp.(412) 458-7202
FAX:(412) 458-0592
Route 173 North, Box 230
Grove City, PA 16127
DESCRIPTION: Halls boots, Klein tools, Carhartt clothing and Lemco, Jackson and Ben Hughes cable supplies.



Harmonic Lightwaves

Harmonic Lightwaves, Inc.(408) 970-9880
National Wats:(800) 788-1330
FAX:(408) 970-8543
3005 Bunker Hill Lane
Santa Clara, CA 95054
PERSONNEL: Anthony J. Ley, President & CEO; Solomon Webb, Vice President, North American Sales; Josef Berger, Vice President, International Sales; John Dahlquist, Vice President, Marketing
REGIONAL OFFICES: 5300 Memorial Drive, Suite 119, Stone Mountain, GA 30083, (404) 296-9005, FAX (404) 292-2241; 28 South Main Street, Suite 113, Randolph, MA 02368, (617) 961-7702; 2068 Costa Court, Pinole, CA 94564, (510) 222-6646
DESCRIPTION: Harmonic Lightwaves develops, manufactures and markets broadband fiber optic transmission systems and network management systems for telecommunications and cable television system operators worldwide. Offering complete system solutions for broadband transmission in a variety of system architectures for supertrunking, head-end or hub interconnections, and high and low density local distribution applications, Harmonic's products include the 750 MHz YAGLink™ and PWRLink™ transmitters, a complete line of optical receivers and return path equipment, and the NMS 5000 network management system.

Harris Network Support
Products, Inc.(214) 235-5292
National Wats:(800) 890-5292
FAX:(214) 235-5299
1850 N. Greenville Avenue, M/S 184
Richardson, TX 75081
PERSONNEL: Keith Koranda, Kevin Grantham
REGIONAL OFFICES: Danville, CA; Snellville, GA; Calgary, Alberta; Toronto, Ontario; East Wingersh, UK; Perth, Australia; Concord, NH; Central and South America; Hong Kong
DESCRIPTION: Harris NSP is the leading supplier of alarm telemetry equipment to public and private telecom carriers worldwide. Harris supplies a range of specialized data communications products, including Q adapters, X.25 and Ethernet switches, digital bridges and modems.

Harris/Dracon Division(805) 987-9511
National Wats:(800) 437-2266
FAX:(805) 987-2547
809 Calle Plano
Camarillo, CA 93012-8519
PERSONNEL: Jack McGuigan, Vice President, Sales; Terri Shafer, Director of Marketing; Linda Hathorn, Product Manager; Rob Sullivan, Product Manager
REGIONAL OFFICES: Ron Jackman, 2 Ravine Road, Amherst, NH 03031, (603) 673-5882; Jeff Hearsey, 10326 Nottingham Forest Dr., Brooksville,

FL 34601, (904) 799-4990; Chip Hascher, 4205 28th St., Cincinnati, OH 45209, (513) 731-0072
DESCRIPTION: Harris/Dracon provides tools and test systems that allow communication technicians to install and maintain the distribution network.

Hawker Energy Products Inc.(913) 362-4898
National Wats:(800) 730-7733
FAX:(913) 362-3993
4318 Rainbow Boulevard, Suite 730
Kansas City, KS 66103
PERSONNEL: Rich Stickel, Vice President of Sales/Marketing; Bruce Essig, Marketing/Product Manager; Susan Blomquist, Communications Manager; Bill Vlasich, President; Steve Schwarten, Vice President of Operations; Scott Erwin, Vice President of Technology
DESCRIPTION: Hawker Energy Products, formerly Gates Energy Products, manufactures and markets the Cyclon® and Genesis® sealed, pure lead-tin rechargeable batteries for a broad range of back-up and primary power applications. Both Cyclon® and Genesis® feature high-rate discharge, low internal resistance, long service/shelf life, fast recharge capability, high shock and vibration resistance and extreme temperature performance.

HC Protek(201) 767-7242
FAX:(201) 767-7343
154 Veterans Drive
Northvale, NJ 07647
PERSONNEL: Alex Orloff, Vice President, Sales & Marketing; Roy Taffaro, Technical Service Engineer
DESCRIPTION: A manufacturer of test equipment, to include analog and digital oscilloscopes, digital multimeters, analog multimeters, function generators, frequency counters, spectrum analyzers, power supplies (regulated DC) and a pocket NTSC video generator.

Henkels & McCoy, Inc.(215) 283-7778
FAX:(215) 283-7587
985 Jolly Road
Blue Bell, PA 19422
PERSONNEL: Rick Sutliff, Manager; Paul Pappasergi, Operations
REGIONAL OFFICES: Coventry, RI; Bridgeport, CT; Philadelphia, PA; Tampa, FL; Dallas, TX; Harrisburg, IL; San Dimas, CA; Fair Oaks, CA
DESCRIPTION: Henkels & McCoy offers complete turnkey engineering and construction capabilities for the CATV industry. Additionally, Henkels & McCoy conducts 10-week, 350-hour courses covering line construction, splicing, installation and service tech training, nationally. Graduates are seeking employment opportunities. Additionally, we offer customized training in pole climbing/ladder safety, installation, and fiber optic splicing/connectivity. All courses are developed to the clients' specifications and conducted at their location. Training is available evenings and weekends.

Hennessy Products(800) 950-7146
FAX:(717) 264-1634
910 Progress Road
PO Box 509

Chambersburg, PA 17201

PERSONNEL: Bruce Ritchey, Vice President Sales; Patrick J. Hennessy, Director of Sales

DESCRIPTION: Hennessy designs and manufactures quality aluminum and stainless outdoor enclosures/cabinets ideal for hub sites, mini-headends and other electronic equipment that requires protection. Wide range of sizes available. Options include: air conditioning, insulation, heaters, receptacles, breakers, lights, etc. Equipment can be 19 inch or 23 inch rack, shelf, panel or custom mounted. 76-page catalog, application photos and product demo available.

Herbert Boyer Co.(212) 744-7558

FAX:(212) 249-5270

14 E. 77th St.

New York, NY 10021

PERSONNEL: Herbert Boyer, President; William Parsons, Vice President; James H. Hollier, Senior Associate; Ronald R. Simon, Senior Associate
REGIONAL OFFICES: 3317 Cochise Drive, Atlanta, GA 30339, (404) 432-0004

DESCRIPTION: Engineering consulting, market research, investment consultants and executive searches. Clients are equipment manufacturers and MSOs. Also advertising effectiveness evaluation.



HEWLETT PACKARD

Hewlett-Packard

Direct Marketing Organization

Attn: Inquiry Manager(800) 452-4844

PO Box 58199

MS 51 LSJ

Santa Clara, CA 95052-9952

PERSONNEL: Duane Hartley, General Manager; Jim Simpson, Marketing Manager; Lesa Elliott, Marcom Manager; Cheri Tamo, Press Relations; Pat Thompson, Advertising/Sales Promotions

REGIONAL OFFICES: 4 Choke Cherry Road, Rockville, MD 20850; 5201 Tollview Drive, Rolling Meadows, IL 60008; 5161 Lankershim Blvd., North Hollywood, CA 91601; 2015 South Park Place, Atlanta, GA 30339

DESCRIPTION: From system maintenance through status monitoring and proof-of-performance testing, Hewlett-Packard provides a wide range of measurement capability for the entire CATV system. The HP Calan 8591C cable TV analyzer makes it easy to perform all FCC required RF and video measurements. The new HP Calan 85942A video signal monitor is an affordable solution for making untended video signal measurements.

Hewlett-Packard

Fiber Optic Components(302) 633-7459

FAX:(302) 633-7491

2850 Centerville Road MS 30

Wilmington, DE 19808

PERSONNEL: Brian Wheeler

DESCRIPTION: HP manufactures and distributes high quality fiber optic components for the cable TV industry. Our product offering includes fiber optic transmitters and receivers in the 1300 nm and 1500 nm bands, and analog characterized laser sources. Angled FC/PC or SC/PC connector termination available.

Hickory Mountain

Associates, Inc.(201) 962-9299

FAX:(201) 962-6544

PO Box 732

38 Catherine Court

Ringwood, NJ 07456

PERSONNEL: Alan S. Hahn, P.E., President;

Helena S. Hahn, Administrative Assistant

DESCRIPTION: A general telecommunications consulting and engineering firm. Cable television services offered include system appraisals and evaluations, assistance with franchise transfers, franchise compliance review and analysis, franchise database preparation, assistance with system design, construction and operational problems, business plan development, evaluation of new technologies, technical marketing studies, and expert witness testimony.

Hoffman's Boots(208) 784-8153

FAX:(208) 786-4301

100 East Riverside Avenue

Kellogg, ID 83837

PERSONNEL: John Hoffman, Owner; Barbara

Hoffman, Jim Hoffman, Contacts

DESCRIPTION: Specializing in cold weather polemen's felt-lined pac boots. Also large selection of leather polemen boots and boots for field personnel. Call for free color catalog.

Holland Electronics Corp.(805) 339-9060

National Wats:(800) 628-4511

FAX:(805) 339-9064

4219 Transport Street

Ventura, CA 93003

PERSONNEL: Michael Holland, President; Nani Gorham, General Manager; Jason Holt, Account Executive

DESCRIPTION: Holland Electronics Corp. is a supplier of headend and cable installation products including modulators, processors, amplifiers, connectors, splitters and accessories.

Holly Anne Corp.(308) 428-4705

FAX:(308) 428-5585

109 West O'Conner

Greeley, NE 68842

PERSONNEL: Marty Callahan, President; Dave Halperin, Vice President/Director of Sales and Marketing

REGIONAL OFFICES: Route 2, PH 8, Blair, NE 68008, (402) 334-1589

DESCRIPTION: Safety Alert Monitor (SAM) is a site-selective indoor warning system. Does not require the subscriber's television set to be turned on or present to operate. System available only to

cable television customers. Headend controller compatible to and fulfills the requirements of the Federal Communications Commission's mandate that cable TV systems participate in the new EBS system. SAM satisfies the requirements of cable TV companies to provide warnings to deaf and hard-of-hearing subscribers in compliance with the Americans with Disability Act. System provides warnings for both man-made and natural disasters.

I-PAC CATV Repair(619) 438-8848

National Wats:(800) 677-5255

FAX:(619) 438-1036

2270 Camino Vida Roble

Suite K

Carlsbad, CA 92009

PERSONNEL: Pat Moore, President; Larry E. Gugle, Operations Manager; C.L. 'Rob' Roberts, Purchasing/System Sales; Lisa J. Parbst, Customer Service

DESCRIPTION: I-PAC CATV Repair is a professional electronic repair facility dedicated to providing top quality equipment repair for the cable TV industry. I-PAC's technical staff has years of experience providing quality service. Our technical experience, computer-backed test equipment and efficient administrative staff will provide you with accurate tracking and low costs. At I-PAC we understand your need to put a quality converter/decoder in subscriber's homes. When your reputation is on the line you can count on I-PAC.

Idea/onics(701) 786-3904

FAX:(701) 786-4294

PO Box 369

Mayville, ND 58257

PERSONNEL: Austin Kramer, Manager; Norman Bakken, Engineer

DESCRIPTION: Emergency alert units for CATV and SMATV systems.

Incospec Inc.(514) 686-0033

FAX:(514) 688-7709

3150 Delaunay

Laval, Quebec, Canada H7L 5E1

PERSONNEL: Mario Sebastiani, President; Michael L. Steiner, Vice President Engineering; Michel Bonneau, Sales Representative; Jim Ferris, Sales Representative; Carol Larose, Sales Representative; Bernard Cadieux, Sales Representative

REGIONAL OFFICES: Western Office: Sid Cupido, 11012 MacLeod Trail S., Unit 600; Calgary, Alberta, Canada T2J 6A5, (403) 271-8667, FAX (403) 278-4655

DESCRIPTION: Incospec specializes in headend equipment, leakage detection system (CLI), satellite receive and transmit system, test instruments, trunk and distribution amplifiers, fiber optics, low power broadcast systems, scrambling equipment for VHF/UHF/MMDS.

◆ A-Z LISTINGS



Integral Corporation(214) 818-5100
National Wats:(800) 527-2168
FAX:(214) 823-4845

PO Box 151369

Dallas, TX 75315-1369

PERSONNEL: Ray Pawley, Vice President, Sales/Marketing/MIS; Dean Taylor, Vice President, CATV Sales; Rich McVey, Western Regional Sales Manager; Alan Gauvreau, Eastern/Central Regional Sales Manager; Don Springman, Southern Regional Sales Manager

DESCRIPTION: Manufactures continuous length high density polyethylene conduit products for the CATV and telecommunications industries worldwide. Products include: Cable-in-Conduit, Drop-in-Duct, Messenger-on-Duct, Drop-on-Duct, Rope-in-Duct and Empty Duct products. Integral also manufactures Lubaduk™, an advanced cable pulling lubricant, and supplies a wide variety of cable tools and accessories.

Integrated Cable Services, Inc.(303) 759-8930
FAX:(303) 691-6119

1873 South Bellaire Street

Suite 1010

Denver, CO 80222

PERSONNEL: Steven L. Gower, President; Anne M. McCarthy, Vice President; Sharon Engel, Mapping Supervisor; Jane Maloney, Drafting Manager; Debbie Kirby, Magic System Manager; Pat Vigil, Senior Designer

DESCRIPTION: Integrated Cable Services provides system mapping, system design, and design training to the CATV industry. Design: coaxial, fiber, MDU, LAN, training; Drafting: AutoCad, Magic, manual; Mapping: strand, as-built, make ready, training.

Integrated Network Services

Oxford Lake Business Center(404) 442-8738
FAX:(404) 442-9927

2001 Westside Drive

Bldg 100, Suite 100

Alpharetta, GA 30201

PERSONNEL: Bruce Lane, Sales Manager

DESCRIPTION: Integrated Network Services, Inc. provides a complete list of services focusing on the needs of the CATV industry, including field services, design, CADD, conventional drafting, engineering services and installation services. INS' field services include strand mapping, as-built mapping, D.O.T. permitting and customer audits. INS has designed broadband systems up to 1 GHz, and also has expertise in bi-directional design and multi-vendor electronics environments. INS designs, installs and supports LAN/WAN networks with industry standard technology and products from a variety of high quality manufacturers, based on VAR agree-

ments with each. INS installation teams, headed by a project manager, install conduit, fiber optic and copper cable, and complete interconnects throughout the system. INS certifies and documents each system, end to end.

Intelect, Inc.(214) 437-1888
FAX:(214) 437-9041

1100 Executive Drive

Richardson, TX 75081

PERSONNEL: Lucille Moore, Chairman; Pete Ianace, President; Bill Barkhurst, Vice President, Marketing; Ed Ducayet, Vice President Finance, CFO; Ed Echols, Sales Manager

REGIONAL OFFICES: England-EMSL, Ltd.;

Thailand-Siam Teltech; Singapore-Teledata; Egypt-Cairo International; Korea-Global Advance; Taiwan-Telta, Ltd.; India-Global Tele-Systems; Bulgaria-Bulgartel; Japan-Kokunai Tsusho

DESCRIPTION: Fiber optic based multiplexers with over 40 standard interfaces, to include Sonet, Ethernet, T-1, CEPT, RS232, RS422/485, V.35, AS400/IBM250, 2-wire analog 4-wire analog, relay control and full motion video. The system has absolutely no node limitations and has full network diagnostics capability. Applications to date have been intelligent highways, tunnels and bridges, airports, and municipal data network control. Unique technique allows multiple nodes without adverse response. Field proven for past five years.

Interaxx Television Network, Inc.(305) 893-9911

National Wats:(800) 766-0237

FAX:(305) 891-9498

10800 Biscayne Blvd. #800

Miami, FL 33161

PERSONNEL: Donald Rhoades, Kenneth Angel, Scott Evans, John Spaulding, Bryan Zand

DESCRIPTION: Interaxx Television Network, Inc. has developed a state-of-the-art multimedia Interaxx Machine, designed to convert any television set into an interactive television set. The machine allows consumers to participate and interact by a handheld, user-friendly remote control. Interaxx's proprietary system is based on a 486 PC technology and integrates a CD-ROM player, digital coder/decoder, modem and thermal printer. Security and convenience are provided by the Interaxx electronic key which contains the owner(s)' encrypted credit card data.



IPITEK(619) 438-8362
FAX:(619) 438-2412

2330 Faraday Avenue

Carlsbad, CA 92008

PERSONNEL: Michael Salour, Chairman and CEO; Jim Bechtel, Sr. Vice President; Mark Curran, Manager Analog Products; Kevin Shirk, Manager

Passive Products; Lorne Doty Jr., Manager Digital Products

DESCRIPTION: IPITEK® manufactures several fiber optic based transmission products for the CATV, broadcast and telecom/telephone industries. Broadband analog transmission equipment provides ultra-high performance & high channel capacity with optical power reaching 16 mW and bandwidths to 900 MHz. IPITEK's uncompressed digital video transmission equipment supplies a linear PCM transport system for broadcast quality video, audio, telephony and data. In addition, IPITEK® manufactures fiber optic passive components such as couplers, WDMs and attenuators.

ISC/Datacom(214) 234-2691

National Wats:(800) 728-5648

FAX:(214) 234-5480

1217 Digital Drive

Suite 109

Richardson, TX 75081

PERSONNEL: William F. Karnes, President; Randy Ott, Director of Engineering, I-Net Systems; Dennis Rowland (313) 882-2052, (North Central Area Representative)

DESCRIPTION: Manufacturer of text and data transmission equipment using VBI; manufacturer of RF modems.

Isowave(201) 328-7000

FAX:(201) 328-7036

64 Harding Avenue

Dover, NJ 07801

PERSONNEL: Stuart Samuelson, President; Gerald Lano, Vice President Marketing; Frank Stallone, Sales Engineer; Jeffrey Brunner, International Sales Manager; Chris Pinyan, Product Manager; Faith Min, Marketing Administrator

DESCRIPTION: Manufacturers of optical isolators covering wavelengths between 500-2100 nm. Features include polarization insensitivity, dispersion free, pigtail, miniaturization, and OEM. Free space devices can offer compensated, broadband performance, while pigtailed optical isolators are available with optimized performance at the wavelength of the customer's choosing. PTM-L and PTM-LU isolators can be coupled directly to a laser. These devices utilize an aspheric lens mounted on the input which couples the laser light through the internal isolator and into pigtailed fiber.

J.B. Emerson & Assoc.(404) 434-5643

500 Norton Circle

Smyrna, GA 30082

PERSONNEL: James B. Emerson, CEO

DESCRIPTION: Technical marketing services and product management for suppliers of hardware/software systems; design and specification of special purpose networks for mixed signal distribution; technical writing, editing and research.

Jensen Tools(800) 426-1194

FAX:(800) 366-9662

7815 South 46th Street

Phoenix, AZ 85044

PERSONNEL: Gary Treiber, Vice President Marketing; Peter Sturman, President, General Manager
DESCRIPTION: Worldwide distributor of tools, tool kits and test equipment for the installation and repair of electronic systems. A wide variety of cabling tools and kits is available to meet specific CATV requirements. Free technical support, 30 day satisfaction guarantee, free shipping, and many other Jensen benefits are featured with our products in our catalog.



Jerry Conn Associates, Inc......(717) 263-8258
National Wats:.....(800) 233-7600
FAX:.....(717) 263-1547
130 Industrial Drive
Chambersburg, PA 17201-6006
PERSONNEL: Thomas P. Carbaugh, President; David Showalter, VP/General Manager; Trav Neumann, Director, Sales and Marketing; Sherri Nitterhouse, Telemarketing Manager/Sales Representative; Diana Riley, Senior Account Manager; Suzie Dinkler, Purchasing Agent
REGIONAL OFFICES: Don Coulman, 143 Brookfield Avenue, Nutley, NJ 07110, (201) 667-7917, FAX (201) 667-8055; Craig Hemperly, 58 Queen Avenue, Enola, PA 17025, (717) 732-2654, FAX (717) 732-6304; Rick Anderson, 101 Grandview Court, Smithsburg, MD 21783, (301) 824-2720, FAX (301) 824-3164; Glen Langley, 406 Harbor Pointe Parkway, Dunwoody, GA 30350, (404) 671-9484, FAX (404) 913-9469; Martin Suter, 2358 S.E. 50th Terrace, Ocala, FL 34471, (904) 624-0204, FAX (904) 624-0205; Scott Kiffin, 305 S. MacArthur Blvd., Coppell, TX 75019, (214) 304-0724, FAX (214) 304-0819; Robert DeMuth, 56 Field Circle, Chambersburg, PA 17201, (717) 264-0463, FAX (717) 264-6997; Diana Riley, 8835 Cloverleaf Circle, Parker, CO 80134, (303) 680-2101, FAX (303) 680-2102
DESCRIPTION: Serving the Telecommunications industry for over 30 years. Products include: coaxial cable, connectors, drop materials, fiber optic cable/accessories/splicing and distribution systems, fusion splicers, optoelectronics, test equipment, closures, headend equipment, tools, automated video/audio routing and numerous other miscellaneous products. For a professional sales team and value, please call JCA. Sales Representatives: Sue Zinn, Linda Zeigler, Robin Sayles, Beth Miller, Liz Johansson, Todd Miller, Patti Bumbaugh-Sales/Customer Service, Mike Lyons-Marketing/Customer Services.

JFW Industries, Inc.(317) 887-1340
FAX:.....(317) 881-6790
5134 Commerce Square Dr.
Indianapolis, IN 46237
PERSONNEL: Joetta Walker, Co-Owner; Fred

Walker, Co-Owner; Carrie Glover, Customer Service; Mark Burton, Sales Manager
DESCRIPTION: Manufacturer of attenuators and switches. Specialize in custom designs of 50-ohm and 75-ohm units. JFW Industries' current attention has been focused upon the design, development and manufacturing of integrated switching subassemblies. These switching systems consist of numerous switches, programmables and power dividers in one rack mountable enclosure. Each unit is also available with operating software. PC, RS-232 or IEEE-488 are control options. DC or AC powered versions are also available.

John James CATV Service(404) 636-1031
1218 Franklin Circle NE
Atlanta, GA 30324
PERSONNEL: John James, Owner
DESCRIPTION: Specializing in Scientific-Atlanta headend equipment repairs. Competent, thorough repairs or modifications of your headend equipment at fair prices. Work performed at your location or our shop.

John Weeks Enterprises(404) 963-7870
National Wats:.....(800) 241-1232
FAX:.....(800) 329-8008
75 Grayson Industrial Pkwy.
Grayson, GA 30221
PERSONNEL: John Weeks, President; Mary Sweat, Sales Coordinator; Jeff Gardner, Regional Salesman; Tom Lilly, Regional Salesman; Bob Sollenberger, Regional Salesman
REGIONAL OFFICES: 6117 55th Terrace East, Brandon, FL 34203 (813) 727-0836, FAX (813) 727-0944
DESCRIPTION: Complete full line distributor for installation materials, test equipment, connectors, headend equipment and cable. Pre-packed headend capability. Also factory authorized Wavetek service center. Refurbished cable electronics. Full line of test equipment.

Jones Surplus.....(619) 757-3008
FAX:.....(619) 757-4048
302 Oceanside Boulevard
Oceanside, CA 92054
PERSONNEL: Tony Jones, President; John Dunevant, Sales Manager; Ellen Jones, Office Manager; John Ryan, Sales
DESCRIPTION: Specialize in buying, repairing, refurbishing and selling a full line of CATV products, including line amplifiers, 300 MHz to 550 MHz; and addressable, programmable and plain converters. Headend equipment.

Joslyn Electronic Systems Corp......(805) 968-3551
National Wats:.....(800) 752-8068
FAX:.....(805) 968-2335
6868 Cortona Drive
Goleta, CA 93117
PERSONNEL: Keith Swanson, General Manager; Mike Young, Vice President Sales; Mark Cronin, Product Manager; Richard Chadwick, Product Manager; Cindy Camilucci, Marketing Manager;

Mitch Klaus, Product Manager
REGIONAL OFFICES: Western, Steve Baran, (415) 726-1968; Midwestern, Paul Williams, (312) 871-4240; Southeast, Jon Bridgewater, (713) 589-1747; Northeast, Jim Smith, (203) 791-8063
DESCRIPTION: Manufacturer of transient voltage surge suppression products for central office, building entrance, station protection, controlled environment vaults and remote switching facilities. In addition, single pair through multi-pair Network Interface Devices (NID) and telecommunications equipment that will test digital as well as analog systems. Current product line is focused on T-1 test equipment, including span and repeater test sets, BERT, extenders channel access, cable loss and span set, and NMA remote alarm monitoring systems. Established product lines include fiber-optics/related equipment, lightning protection, cell-site, T-1 equipment and services, surge protection, test equipment, cell site and test instruments.

Joslyn Manufacturing Co.(312) 625-1500
FAX:(800) 443-7380
9200 W. Fullerton Avenue
Franklin Park, IL 60131
PERSONNEL: David Nies, National Sales Manager; Nancy Violet, Customer Service Supervisor; Tom Niemiera, Assistant Marketing Manager, Hardware Division; Steve Wilson, Marketing Manager, Hardware Division
DESCRIPTION: Manufacturer of pole line hardware and anchors used in CATV construction.

JP Associates, Inc......(310) 539-8533
FAX:.....(310) 539-8634
3115 Kashiwa Street
Torrance, CA 90505
PERSONNEL: J. Patrick Loughboro, President
DESCRIPTION: Consulting engineers, microwave and RF design, construction and sales. Design and installation of studio systems. Distributors of a full line of studio sound and video equipment, test and monitoring equipment, microwave and RF systems.

K.E.S. (Klungness Electronic Supply)
FAX:.....(906) 774-6117
101 Merritt Avenue
PO Box 885
Iron Mountain, MI 49801
PERSONNEL: Michael Amicangelo, Accounts Manager; Nancy Amicangelo, Customer Service Representative; Randy Proudfit, Technical Consultant/Sales
DESCRIPTION: K.E.S. is a full line CATV products distributor. Specializing in on-time delivery of construction projects. Innovative programs make K.E.S. unique in the industry, dealing in service and product.

K&L Microwave, Inc.(410) 749-2424
FAX:(410) 749-5725
408 Coles Circle
Salisbury, MD 21801
PERSONNEL: Charles Schaub, President; James Price Jr., Vice President Marketing; David

◆ A-Z LISTINGS

Bernstein, Vice President Manufacturing
DESCRIPTION: K&L Microwave, Inc. is an industry leader in the design and manufacture of microwave and RF components, from 500 KHz to 40 GHz. This broad range of components includes miniature filters, cavity and waveguide filters, tunable filters, frequency agile and integrated subsystems, integrated subassemblies as well as coaxial switches to 26.5 GHz and RF switching matrices.

Keiser Engineering Inc.(703) 281-9582
 FAX:(703) 281-9582
 2046 Carrhill Road
 Vienna, VA 22181-2917

PERSONNEL: Bernhard Keiser, President
DESCRIPTION: Keiser Engineering, Inc. performs technical feasibility studies in the applications of cable television technology to broadband data and video distribution, as well as system interface studies. Projects also include technical feasibility studies for new products and applications. Seminars also are available.

Kennedy Cable
 Construction, Inc.(912) 557-4751
 National Wats:(800) 673-7322
 FAX:(912) 557-6545
 Hwy. 280 W
 PO Box 760
 Reidsville, GA 30453

PERSONNEL: Roger Kennedy Jr., President
DESCRIPTION: Aerial and underground line construction of CATV, LANs, telecommunications and fiber optic systems. Splicing, upgrades, rebuild, new extensions of system, balance, sweep and proof system. Over 23 years of experience.

Kenneth Meades
 Box 1469
 Los Angeles, CA 90053
PERSONNEL: Kenneth R. Meades
DESCRIPTION: Consulting services relating to origination programming for small to medium market cable systems. Also consulting services for cable FM radio services small to medium systems. Low cost musical and instructional programs. Consulting services enable smaller advertisers to afford advertising.



Keptel, Inc.(908) 389-8800
 FAX:(908) 389-3746
 56 Park Road
 Tinton Falls, NJ 07724
PERSONNEL: Richard Laird, President/CEO;
 David Stehlin, Senior Vice President, Sales and Marketing; Frank Priebe, Sales Director, Cable TV;

George Steenton, Product Manager, Fiber Optics;
 Tony Nieves, Product Manager,
 Demarcation/Network Interface Devices
REGIONAL OFFICES: Keptel Southwest, El Paso, TX

DESCRIPTION: Keptel offers a full line of system demarcation enclosures for single dwelling and multi-dwelling residences. Additionally, Keptel offers state-of-the-art fiber optic splice closures, enclosures and organizers, including the new LightGuard 500 and LightGuard 600 breathable splice closures. A fully integrated manufacturer, Keptel designs, tools and assembles all of its products in its three facilities.

Kinsman Design
 Associates, Inc.(206) 821-7233
 FAX:(206) 820-9763
 11427 NE 115th Court
 Kirkland, WA 98033

PERSONNEL: Sally Kinsman, President
DESCRIPTION: Consulting engineering company providing broadband electronic system design for cable television operators and manufacturers, plus SMATV and LAN systems. Utilize computer system with proprietary software. Capable of designing with any combination of frequency and equipment, including fiber optics, and adapting to any drafting symbols. Also draft strand maps and provide miscellaneous engineering consulting.

Klein Tools, Inc.(708) 677-9500
 7200 McCormick Blvd.
 PO Box 599033
 Chicago, IL 60659-9033

PERSONNEL: Doug Howison, Director, Utility Sales; Don Phillips, Senior Vice President, Sales and Marketing; Michael Loftus, Vice President, Marketing
DESCRIPTION: Klein offers a wide range of fiber-optic stripping systems and equipment including both mechanical and thermal strippers and kits. The company also offers a complete line of other hand tools, including fine-wire strippers, midjet electronic pliers, wire cutters, and crimping and multi-purpose tools. Klein also has a comprehensive line of compression-type solderless terminals and connectors.

Labor Saving Devices, Inc.(303) 232-6341
 National Wats:(800) 648-4714
 FAX:(303) 233-8769
 1355 Harlan St.
 Lakewood, CO 80214

PERSONNEL: K. Bowling
REGIONAL OFFICES: Distributors: McCarten Company, 1222 Ammons St., Lakewood, CO 80215, (800) 530-3979, Stephen McCarten.
DESCRIPTION: Manufacture specialty cable tools: push-pull rods, telescoping poles, pocket cable testers, cable identifier, pocket size splitter identifier, wire reel holders, tool that sees inside walls, many more specialized tools.

LANcity Corporation(508) 475-4050
 National Wats:(800) LANcity
 FAX:(508) 475-0550
 100 Brickstone Square
 4th Floor

Andover, MA 01810
PERSONNEL: Rouzbeh Yassini, President & CEO; Christopher Grobicki, Engineering Manager; Kevin Mousseau, Customer Service Manager; Michael Sperry, Engineering Services Manager; Gerard White, Internetworking Manager; Bob Raiano, Operations Manager
DESCRIPTION: LANcity provides a high-speed cable modem that adheres to standard 10 Mbps IEEE 802.3/Ethernet data service connectivity over any standard 6 MHz cable TV channels at round trip distances of up to 160 miles through the cable TV headend to provide high-speed, city-wide networking using existing cable TV infrastructure.

Larson Electronics(817) 387-0002
 311 S. Locust
 Denton, TX 76201
PERSONNEL: Ernie Larson, Owner
DESCRIPTION: Power equipment for all CATV systems; hand held magnetic based trouble lights, battery powered hard hat lights, available from all major distributors.

Laser Precision
 Corporation(315) 797-4449
 FAX:(315) 798-4038
 109 North Genesee Street
 Utica, NY 13502
PERSONNEL: William Nordstrom, President and General Manager; Brad Perine, Vice President of Fiber Optic Instruments; Robert Johnson, Vice President Network Systems Group; Nancy Lee, Product Marketing Manager; Bruce Bonini, Director of North American Sales
REGIONAL OFFICES: Muguet Bolotte, 365 Canal Street, New Orleans, LA 70130, (504) 524-0055; Al Cheswick, 104 Ocean Avenue, Loch Arbour, NJ 07711, (908) 517-0578; Walt Grabowski, 34 Newport Road, Beaufort, SC 29902, (803) 521-9066; John Lidh, 2350 Lakeside Blvd., Richardson, TX 75082, (214) 437-9396; Charles McGuire, 15 Constitution Drive, Bedford, NH 03110, (603) 472-2818; Peter Milstead, 3075 East Thousand Oaks Blvd., Westlake Village, CA 91362, (805) 495-1194

DESCRIPTION: Laser Precision Corporation is the leading U.S. manufacturer of Optical Time Domain Reflectometers (OTDRs) including the TD-3000 Modular OTDR and the TD-1000 series Mini-OTDRs, as part of our complete line of fiber optic test equipment, our 'total test solution' to meet all of your fiber optic test requirements. Other products include our rugged, hand-held optical power meters, laser and LED light sources, loss test sets, variable optical attenuators, visual fault locators and fiber identifiers.



Lavender Cable TV Services(818) 883-3711
FAX:.....(818) 883-3110
21525 Strathern Street
Canoga Park, CA 91304
PERSONNEL: Susan D. McCall, President;
Elizabeth C. Catron, Administrator; Ron Roberts,
Chief Engineer
DESCRIPTION: Lavender Cable TV Services, (for-
merly called Compu-Trace), a division of Lavender
Industries, leads Southern California in cable televi-
sion equipment repair, specializing in the repair of
Jerrold and Scientific-Atlanta addressable subscriber
equipment, in addition to all-vendor distribution and
headend equipment. Lavender provides total quality
service in meeting cable system operators' needs.

Lavender
Communications Group.....(818) 883-3711
FAX:.....(818) 883-3110
21525 Strathern Street
Canoga Park, CA 91304
PERSONNEL: Susan D. McCall, President;
Elizabeth C. Catron, Administrator; Ron Roberts,
Chief Engineer
DESCRIPTION: Lavender Communications Group,
a division of Lavender Industries, specializes in the
design, installation and management of private cable
systems, focusing on townhome and condominium
homeowner associations. Lavender also provides
engineering service for RF and fiber optic system
design and construction, and is currently a licensed
RCA/DSS dealer and installer.

Leaming Industries.....(714) 727-4144
National Wats:.....(800) 453-2646
FAX:.....(714) 727-3650
15339 Barranca Parkway
Irvine, CA 92718
PERSONNEL: Robert F. Leaming, President; Keith
Rauch, Senior Engineer; Laura Klepitch, Sales;
Linda Goar, Sales
DESCRIPTION: Manufacturers of audio transmis-
sion equipment for the cable television, satellite and
broadcast industries. Our product line includes STL
and SCPC equipment, FM stereo processors, BTSC
stereo and SAP generators and decoders, and audio
automatic gain control (AGC) amplifiers.

LeBlanc Communications Inc......(214) 934-1894
National Wats:.....(800) 231-2311
FAX:.....(214) 934-1893
12801 North Central Expressway
North Central Plaza III, Suite 150
Dallas, TX 75243
PERSONNEL: Jaime Reyes, Vice President
Engineering; Larry Penner, Vice President, Field
Operations; John Miller, President, Structures
Division; Walter Podovsky, President, Telcom

Division; Dick Heisler, Vice President Field
Operations
REGIONAL OFFICES: R.R. 1, Box 647, Dickinson,
TX 77539, (713) 339-1582, FAX (713) 559-1258,
WATS (800) 521-8739; 105 Boone Hills Dr., PO
Box 76905, St. Peters, MO 63376, (314) 447-5553,
FAX (314) 447-6721, WATS (800) 325-8187; 3504
Rob's Dr., PO Box 1387, Suffolk, VA 23434, (804)
539-8365, FAX (804) 539-2047; 571 Industrial Dr,
Lewisberry, PA 17339, (717) 932-4440, FAX (717)
932-4425; 600 SE Maritime Ave, Ste. 190,
Vancouver, WA 98661, (206) 694-1204; FAX (206)
694-1526; 1600 Tribute Road, Sacramento, CA
95815, (916) 565-5000, FAX (916) 565-5060; 2301
Bridgeport Drive, Sioux City, IA 51111 (712) 252-
4101, FAX (712) 252-0054; 179 B Sand Island
Access Rd Honolulu, HI 96819
DESCRIPTION: LeBlanc maintains a worldwide
technical staff with the expertise to design and
implement customer specific integrated networks
which span a variety of industries, including
microwave, fiber, optic, cellular, UHF/VHF and
broadcast. LeBlanc has five manufacturing facilities
worldwide for design, fabrication and installation of
guyed and self-supporting towers. Inspection and
maintenance services are offered on all system com-
ponents and towers. LeBlanc's emergency restora-
tion services guarantees restoration of downed tow-
ers within 72 hours.



Lectro Products, Inc.....(706) 543-1904
National Wats:.....(800) 551-3790
FAX:.....(706) 548-5493
420 Athena Drive
Athens, GA 30601
PERSONNEL: Michael R. Filkins, President; Mike
Kearns, Vice President, Sales; Walt Corrigan,
Southeastern Sales Manager; Dennis Geltmacher,
Eastern Sales Manager; Larry Ross, Technical
Support Manager; Arlene Adams, Inside Sales
Manager; Phyllis Rogers, Customer Service
Representative
REGIONAL OFFICES: Connecticut, (203) 742-
1485; Virginia, (703) 273-5322; Georgia, (706)
812-1370; Inside sales, (800) 551-3790; Florida,
(407) 892-4570
DESCRIPTION: Lectro manufactures a high quality
line of zero transfer time/uninterruptible power sup-
plies for conventional and fiber networks in CATV
and telephony. A localized powering cabinet is
available for multiple ZTT installations. Also
offered is a complete line of single ferro and dual
redundant standby power systems and a wide range
of ferroresonant power supplies with outputs of 2-18
amps.

Lee Enterprise
A Division of Diamond W
Investments, Inc.(402) 365-7520
National Wats:.....(800) 551-0096

FAX:.....(402) 365-7856
623 Fourth St.
PO Box 590
Deshler, NE 68340
PERSONNEL: R.L. Weideman, President; Deborah
Weideman, Vice President; Marla Gerberding,
Office Manager; Dan Hoffmeyer, Bench Repair
Foreman; Jim Wicks, VCII Repair/Downsizing; Jim
Dillon, Chief Engineer; Mike Larkins, Purchasing
Agent
DESCRIPTION: Lee Enterprise is your complete
one-stop repair facility. Specializing in all types of
CATV, SMATV, VCII, VCRS descrambler, down-
size rack space saver chassis installations, and
TVRO equipment repairs. This includes a full ser-
vice center and repair facility for headend, plant
power supplies, line equipment, signal level meters,
and spectrum analyzers, video tests & system
proofs, and system training.

LeeMah DataCom
Security Corporation(510) 786-0790
National Wats:.....(800) 331-2734
FAX:.....(510) 786-1123
3948 Trust Way
Hayward, CA 94545
PERSONNEL: John Tuomy, President; Bob
Charbonneau, Director of Sales; Jan Masters,
Director of Marketing; Liz Smith-Pounders,
MarCom Associate; Shashi Patel, Director of
Engineering
DESCRIPTION: LeeMah DataCom products offer
network speed and protocol independent protection
for remote access to voice and data telecommuni-
cations system. Two-factor 'challenge-response'
authenticate based on Data Encryption Standard
(DES) technology is used to authenticate users
before they gain access to networks, maintenance
ports or voicemail systems. User 'tokens' include
InfoCard and InfoKey. TraqNet access control sys-
tems are installed in front of the system for which
access is requested. They range from 1-32 port
models and can be configured to protect up to
13,000 dial-in ports. Security administration soft-
ware tracks access attempts and connections, gen-
erates detailed audit trails and reports, and enables
billing for remote access services.

Leightronix, Inc......(517) 694-8000
FAX:.....(517) 694-1600
2330 Jarco Drive
Holt, MI 48842
PERSONNEL: Jeff Possanza, Director, Sales and
Marketing
DESCRIPTION: Manufacturer of: time event con-
trollers for automated playback, recording and
switching. Telephone remote equipment control.
PC-based duplication machine control software.
RS-232 machine control. Interactive video equip-
ment control. Custom video control product engi-
neering, design and development.

Leitch Incorporated(804) 548-2300
FAX:.....(804) 548-4088
920 Corporate Lane
Chesapeake, VA 23320

◆ A-Z LISTINGS

PERSONNEL: Bob Lehtonen, President; John Walter, Executive Vice President; Tom Jordan, Vice President, Sales & Marketing; Gary Stephens, National Sales Manager; Kent Ewing, Director of Government Programs; Paula Moore, Headquarters Sales Manager

REGIONAL OFFICES: Leitch Technology International Inc., 25 Dyas Rd, North York, ONT M3B 1J7, (416) 445-9640, (800) 387-0233, FAX (416) 445-0595; Leitch Europe Limited, 24 Campbell Court, Bramley, Basingstoke, Hants., RG26 5EG U.K., +44 (0) 1 256-880088, FAX + 44 (0) 1 256-880428

DESCRIPTION: Manufacturers of sync pulse and video test signal generators, vertical interval inserters and video processors, video equalizing, clamping and delay distribution amplifiers, audio distribution amplifiers, analog and digital audio and video routing switchers; time code readers/generators, clocks, and master clock systems; high security video/audio scrambling systems, 8- and 10-bit frame synchronizers; and the Still File, an NTSC/D2 and/or D1 still store system capable of managing up to 10,000 stills.

Lemco Tool Corp.(717) 494-0620
National Wats:.....(800) 233-8713
FAX:.....(717) 494-0860

R.R. 2
Box 330A
Cogan Station, PA 17728
PERSONNEL: Glenn Miller, President; Rose Lundy, Sales

DESCRIPTION: Designer and manufacturer of mechanical tools, equipment and material for the construction and maintenance of broadband communications systems.

Light Brigade, Inc.(206) 251-1240
FAX:.....(206) 251-1245
7639 South 180th Street
Kent, WA 98032

PERSONNEL: Larry Johnson, President; Pam Wooten, Training Coordinator
DESCRIPTION: Specialist in fiber optic training, providing various courses for technicians (hands-on), engineers, consultants and users. We also produce fiber optic training videos. Products Division stocks fiber optic materials for outside plant, patch panels, closures, test equipment and connectors. Service Division provides installation, restoration and maintenance services.

Lightning Eliminators
& Consultants, Inc.(303) 447-2828
FAX:.....(303) 447-8122
6687 Arapahoe Road
Boulder, CO 80303

PERSONNEL: Roy B. Carpenter Jr., CEO; Joseph A. Lanzoni, Applications Engineer
DESCRIPTION: LEC designs, manufactures and installs integrated, engineered systems to prevent all lightning-related problems. Our products include (1) the Dissipation Array®, a static discharge lightning prevention system that is custom engineered to prevent all lightning strikes to the facility being protect-

ed, thus eliminating all of the direct and secondary effects of lightning strikes; (2) the Chem-Rod®, a low surge impedance, chemical grounding electrode; (3) the Spline Ball Ionizer® and Spline Ball Terminal®, which are modular dissipation devices; and (4) Surge Suppressors for AC, signal line and plug-in-applications. LEC also offers consulting and design services in the fields of lightning protection, grounding and surge suppression.

Lightning Master Corp.(813) 447-6800
FAX:.....(813) 461-3177
1920 Sherwood Street
PO Box 6017

Clearwater, FL 34618-6017
PERSONNEL: Bruce A. Kaiser, President; Dale R. Haygood, Executive Vice President; Richard Williams, National Sales Manager

DESCRIPTION: Lightning Master Corporation provides a full line of lightning protection products and services, including Lightning Master® structural lightning protection products, surge suppressor for AC power, data lines, telephone and coaxial cables, PowerFill grounding enhancement material and grounding and bonding design and appraisal services.

Lindsay Specialty Products(705) 324-2196
National Wats:.....(800) 465-7046
FAX:.....(705) 324-5474
50 Mary St. W.

Lindsay, Ontario, Canada K9V 4S7
PERSONNEL: Chris Allinson, President and CEO; David T. Atman, Director of Marketing; Brian Ward, Key Account Manager; Gordon Zimmerman, Sales Manager-Commercial Antenna

REGIONAL OFFICES: John Weeks Enterprises, 75 Grayson Industrial Park, Grayson, GA 30221, (404) 963-7870, FAX (404) 962-7539; Jerry Conn & Assoc., 130 Industrial Drive, Chambersburg, PA 17201, (717) 263-8258, FAX (717) 263-1547; Signal Vision, 27002 Vista Terrace, Lake Forest, CA, 92630, (714) 586-3196, FAX (714) 586-3952

DESCRIPTION: Lindsay is a specialized communication equipment manufacturer with 40 years experience. Our ISO 9000 quality program and emphasis on improved design set the benchmark for industry specifications. Lindsay's products include extended bandwidth passive and active electronics as well as an extensive selection of commercial use antennas.

Line Techs Inc.(313) 688-3057
FAX:.....(313) 688-3336
PO Box 386
6624 Jefferson St.

North Branch, MI 48461
PERSONNEL: J. David Giesy, President; Carol Davis, Vice President Operations; David Miller, Construction Operations Manager; Don Lynch, Installation Manager; Michael Eyre, S.W. Operations Manager

DESCRIPTION: Rebuild/upgrade of aerial and underground hybrid fiber/coax networks, either turnkey or labor only. Includes coaxial, fiber optic installation, as-built mapping. Fiber-to-feeder design, splicing, retrofit, engineering analysis,

sweep, CLI, proof. Also auditing and installation service. Consulting on project analysis and cost management. Fifteen years experience in all facets of CATV.

Line Ward Corp.(716) 675-7373
National Wats:.....(800) 816-9621
FAX:.....(716) 674-5334
157 Seneca Creek Road
Buffalo, NY 14224

PERSONNEL: E. Ward, President
DESCRIPTION: Line-Ward Corp. is the manufacturer of the small but rugged L-2 Cable Line Layer which was designed specifically for installing telephone or CATV drop wire. The L-2 drives on rubber tracks in order to achieve minimal lawn damage and maximum traction while burying to depths of 16 inches. Available attachments for boring and trenching add to the machine's versatility.

Litton Systems, Inc.
Electron Devices Division.....(717) 326-3561
FAX:.....(717) 326-2903
1035 Westminster Drive
Williamsport, PA 17701

PERSONNEL: Jack J. Feeney, Sales and Marketing Director

REGIONAL OFFICES: Heinz Biekofsky, Litton Guidance & Control Systems, 5500 Canoga Avenue, Woodland Hills, CA 91367-6698, (818) 715-4889; FAX (818) 715-2236; Robert D. Rodenroth, PO Box 5040, Warner Robins, GA 31099-5040, (912) 923-3397, FAX (912) 929-9486; John K. Schoolmeester, 1725 Jefferson Davis Highway, Suite 601, Crystal Square Two, Arlington, VA 22202, (703) 413-3940, FAX (703) 413-3970; John W. Simpson, 9515 Deereco Road, #517, Timonium, MD 21093, (410) 560-0364, FAX (410) 561-9944; Daniel Echo, PO Box 516, Springfield, NJ 07081-0516, (201) 379-3131, FAX (201) 379-3143; Robert J. Sundquist/Brian G. Reardon, PO Box 382, Westford, MA 01886, (508) 692-6220, FAX (508) 392-0754; Marvin L. Eberhardt, 1815 South Walnut Street, Bloomington, IN 47401, (812) 334-1801, FAX (812) 334-1825; Paul F. Utay, 840 East Central Parkway, Suite 120, Plano, TX 75074, (214) 881-0822, FAX (214) 424-5234

DESCRIPTION: Litton offers new and refurbished klystrons for use in microwave links. These products feature long-life cathode design, original factory performance and warranty. Refurbished klystrons offer the user an attractive, economical amplifier. Litton repairs the Hughes 8702H and 8781H as well as the Varian VKU-7792 Ku-band klystrons, both of which are used in the Hughes CARS-band AML STX-141 and MTX-132 microwave link. When it's time for a new tube order Litton part #L4830.

Lode Data Corporation.....(303) 759-0100
FAX:.....(303) 759-0214
7100 East Hampden Avenue
Denver, CO 80224-3096

PERSONNEL: Trygve Lode, President; Alan Grandbois, Treasurer; Terry Poe, General Manager; Mary Garcia, Technical Support; Mike Springer and Jason Wilcox, Technical Support; A.J. Dolan, John

Nash, Brad Thompson, Programmers
DESCRIPTION: Lode Data Corporation specializes in broadband network design, drafting, and database software programs. Lode CADD (Computer Aided Design and Drafting) brings the computer-aided engineering muscle of the Design Assistant, the most powerful software package for the design and optimization of broadband systems, into the high power world of computerized mapping. Built on the most widely supported graphics platform, AutoCAD, Lode CADD adds an interface designed specifically for the task of broadband map generation and a variety of powerful tools for everything from importing survey maps and laying down strand information to putting the final touches on a completed design and generating reports to be used for construction, management, and troubleshooting. Sold all over the United States and internationally, Lode CADD is the most powerful CATV design and drafting software package available.

Loma Scientific International.....(310) 539-8655
 FAX:.....(310) 539-8634
 3115 Kashiwa Street
 Torrance, CA 90505
PERSONNEL: J. Patrick Loughboro, President
DESCRIPTION: Manufacturer of MMDS transmission products, including transmitters, channel combiners and waveguide assemblies. Distributors of all microwave system components.

Long Systems, Inc.....(619) 675-9400
 FAX:.....(619) 675-9499
 12396 World Trade Dr. Suite 202
 San Diego CA 92128-3788
PERSONNEL: Harry E. Long, President; Linda Almazan, Marketing Manager
DESCRIPTION: Cable industry specialty software program designers. Makers of the LES-Leakage Evaluation System, VIC-Vehicle Information Center, MOM-Monthly Outage Maintenance, POP-Proof of Performance, and other industry specific software. Long Systems also provides remote data entry terminals for collection of data in the field via handheld computers. Software consulting services for individual MSOs or systems are available too.

Lourdes Industries, Inc.....(516) 234-6600
 National Wats:.....(800) 358-0303
 State Wats:.....(800) 368-3728
 FAX:.....(516) 234-7595
 65 Hoffman Avenue
 Hauppauge, NY 11788
PERSONNEL: Bill Jakobsen, President; Bruce Jacobson, Vice President; Bob Zink, Engineering Director; Tony Consalazio, Manager, Voice/Data; Jerry Rodgers, OSP Superintendent; Gene Wolff, Manager, New England
REGIONAL OFFICES: 21 Newton Place, Hauppauge, NY 11788; 4 Cove Avenue, Rockport, MA 01966
DESCRIPTION: Provide outside and inside plant services to the telecommunications and cable industries. Services include installation, maintenance and repair of outside (underground and aerial) and inside (buildings and central offices) plant copper and fiber

cable, including splicing and testing. Also manufacture cable pressurization products.

Lowe's Construction Co.(214) 286-0257
 FAX:.....(214) 286-0438
 1016 Haymarket Road
 Dallas, TX 75217
PERSONNEL: William D. Lowe III, Owner; Mary Gonzales-Lowe, Owner
DESCRIPTION: All phases of CATV construction, specializing in boring, trenching, drop buries and site restoration. Leakage detection and system audits. Gas pipeline construction (mains and service lines). Telephone construction (including fiber).

Magni Systems Inc.....(503) 626-8400
 National Wats:.....(800) 237-5964
 Bulletin Board Service:.....(503) 641-1859
 FAX:.....(503) 626-6225
 9500 SW Gemini Drive
 Beaverton, OR 97008-7161
PERSONNEL: Ed Kiyoi, Marketing Manager; Keith Holznagel, Regional Sales Manager; Bill Smith, Regional Sales Manager
REGIONAL OFFICES: Eastern Regional Office: 1346 Ridgeview Circle, Downingtown, PA 19335, (215) 269-8456, FAX (215) 269-8459
DESCRIPTION: Waveform monitors, vectorscopes, combination units for all formats. New WVM-710 puts waveform or vector on any picture monitor; route waveform anywhere, record it on tape, plus automeasurement screens. Video encoders: VGA-to-NTSC or S-Video for the IBM AT compatibles, with true broadcast quality RS-170A output. Programmable test signal generators can make any video format, including digital. Low cost test signal generators and VITS inserters, with Ghost Cancelling Reference Signal. S-Video distribution amps and transcoders.

Mai CATV Inc.(609) 547-1600
 National Wats:.....(800) 624-2288
 FAX:.....(609) 547-5032
 141 Shreve Ave.
 Barrington, NJ 08007
PERSONNEL: Robert Mai Jr., President; Barbara Kemery, Vice President; Brian Smith, Marketing
DESCRIPTION: Authorized converter repair for Jerrold, Zenith, Scientific-Atlanta. Buy and sell new and refurbished CATV converters.

Main Line Equipment, Inc.....(800) 444-2288
 FAX:.....(310) 715-6695
 831-837 Sandhill Avenue
 Carson, CA 90746
PERSONNEL: Mark Lipp, President; Sy Sasnor, Senior Vice President; Howard Lipp, Vice President
DESCRIPTION: Buy, sell, broker, refurbish, remanufacture, upgrade: line gear, converters and headend gear by all manufacturers. We repair most major brands of converters from plain vanillas to addressable, and line gear by all major manufacturers. Distributors of the complete Texscan product line. After market pad and equalizer for Texscan

Magnavox, Scientific - Atlanta, Jerrold. 'The corrector' corrects the positive trapping picture.

Malarkey-Taylor Associates Inc.....(202) 835-7800
 FAX:.....(202) 835-7811
 1130 Connecticut Ave. NW
 Suite 325
 Washington, DC 20036-3915
PERSONNEL: Archer S. Taylor, Director and Senior Engineering Consultant; Edward A. Yablonski, Vice President, Telecommunications Technologies Group; Robert M. Jones, President; Andrew D. Roscoe, CEO; Harry E. Young, Consultant
REGIONAL OFFICES: 152-156 High Street, West Drayton, Middlesex UB7 7BD U.K., 0895-431329, FAX 0895-430259.
DESCRIPTION: Cable television and wireless engineering consulting firm. Services include expert testimony, due diligence for investors and lenders, evaluation of products and systems, planning and cost analysis, operations review (proof of performance), regulatory technical compliance requirements, problem solving, fiber optics, cellular and paging systems, alternative access and PCS, management/operations audit, short-term contract management agent and specialized one-time services.

Mapping Technologies, Inc. (MTI)....(301) 309-3810
 FAX:.....(301) 309-3815
 9430 Key West Avenue
 Suite 210
 Rockville, MD 20850
PERSONNEL: Luiz Kotek, President
DESCRIPTION: Mapping Technologies Inc. (MTI) combines experience in the CATV industry with advanced state-of-the-art technology in digital mapping for all CATV mapping services. MTI's services include: digitizing existing CATV maps, field engineering, complete design, photogrammetric mapping for current base maps, digital terrain and urban data for communication networks and propagation studies. MTI supplies all standard data formats and works with you closely to your specifications. MTI: the most advanced digital mapping technology available in the U.S.



Matrix Test Equipment Inc.....(908) 469-9510
 FAX:.....(908) 469-0418
 200 Wood Ave.
 Middlesex, NJ 08846
PERSONNEL: Jack Kouzoujian, President; Nancy Ketseas, Sales Manager
DESCRIPTION: Manufacturer of test equipment, primarily cross modulation and intermodulation. All equipment is available either manual or fully automated.

◆ A-Z LISTINGS

McLaughlin Mfg. Co.(803) 277-5870
 National Wats:.....(800) 435-9320
 FAX:.....(803) 235-9661
 2006 Perimeter Road
 Greenville, SC 29605
 PERSONNEL: Bill Gilman, President; Dave Gasmovic, Vice President; Lance Snyder, Controller; Mike Moore, National Sales Manager
 REGIONAL OFFICES: Plainfield, IL 60544, (815) 436-9113, John Archambeault
 DESCRIPTION: Rotary drilling systems for utilities, cable, electric, etc. and horizontal boring machines, augers, cutting heads, pipe pushers, piercing tools, Mighty Mole boring systems, Spot D Tek pipe and cable locators, Spot D Tek II bore location systems, microtunneling equipment.



Mega Hertz(303) 779-1717
National Wats:.....(800) 525-8386
FAX:.....(303) 779-1749
 6940 S. Holly Circle
 Suite 200
 Englewood, CO 80112
 PERSONNEL: Steven Grossman, Sales/Marketing Manager; Galen Yockey, International Sales Manager; Pierre Cubbage, Regional Sales Manager; Steve Fox, Regional Sales Manager; James George, Regional Sales Manager
 REGIONAL OFFICES: 1515 N. Warson Road, Ste. 225, St. Louis, MO 63132, (314) 429-3600, (800) 821-6800, FAX (314) 429-2401; 5380 Peachtree Industrial Blvd., Ste. 240-A, Norcross, GA 30071, (404) 368-8940, (800) 962-5966, FAX (404) 368-8928; 1409 N.E. 22nd Ave., Suite 2-107, Ocala, FL 34470, (904) 351-1300, (800) 922-9200, FAX (904) 351-4403
 DESCRIPTION: Manufacturer's representative and distributors of: antennas; coaxial and fiber cable, character generators, commercial insertion products, converters, distribution electronics, drop/installation equipment, fiber optic product, generators (stand-by)/inverters, headend electronics, pedestals/apartment boxes, power supplies, satellite electronics, stereo/FM processors, test equipment, traps/filters and audio/video products. Mega Hertz catalog available upon request.

Methode Electronics, Inc.(708) 867-9600
 National Wats:.....(800) 323-6858
 FAX:.....(708) 867-9130
 7444 West Wilson Avenue
 Chicago, IL 60656
 PERSONNEL: William J. McGinley, CEO; James W. McGinley, President, Optical Interconnect Products Group; Phil Schofield, General Manager, Fiber Optic Products Division; Ken Marchman, Sales Manager, Fiber Optic Products Division
 REGIONAL OFFICES: Jack Naughton/Jim Browning, Browning-Naughton Co., Inc., Nine

Alexander Avenue, Clinton, MA 01510, (508) 365-6364, FAX (508) 368-8432; James H. Schulz, Cole Company, 2720 River Road, Suite 253, Des Plaines, IL 60016, (708) 827-6040, FAX (708) 827-6049; Dave Wager, Foster & Wager, 300 Main Street, Vestal, NY 13850, (607) 748-5963, FAX (607) 748-5965; Bob Freeman, Freeman Associates, 5001 Staverly Lane, Norcross, GA 30092, (404) 840-7666, FAX (404) 743-7171; Wayne Weisel, Integral Sales, 15813 Haynes Road, Laurel, MD 20707, (301) 953-3212, FAX (301) 498-1206; Dick Mayo, R.F. Mayo Associates, 3025 47th Street, Suite 2, Boulder, CO 80301, (303) 442-2155, FAX (303) 442-2767; Jeff Richeson, The Richeson Agency, 2931 Irving Blvd, Suite 108, Dallas, TX 75247, (214) 638-4481, FAX (214) 638-4484; Norm Baldoni/Marvin Strauch, True North Technology, 5845 Airport Road, Suite 295, Mississauga, Ontario, Canada L4V 1R9, (905) 677-9788, FAX (905) 677-8048; Larry Giles/Darlene De La Cerna, West Cal Sales, 501 Mission Street, Suite 1, Santa Cruz, CA 95060, (408) 423-9344, FAX (408) 423-9366
 DESCRIPTION: Methode Electronics, Inc. is a manufacturer of passive fiber optic interconnect products including single and multi-mode ST, SC, FC and biconic connectors and cable assemblies, FDDI connectors and cable assemblies, Escon cable assemblies, mating couplings, PC receptacles, attenuators, termination tooling and training materials. ST, SC, FC, FDDI and Escon connectors are available with ceramic or polymer ferrules. Methode also manufactures optical data links including transmitters, receivers, transceivers and optical link cards for high speed optical data transmission

Metrotech Corp.(415) 940-4900
 FAX:.....(415) 962-9527
 670 National Avenue
 Mountain View, CA 94043
 PERSONNEL: Shirley Betters, Manager of Customer Service; Pam Darr, Order Entry Supervisor; Steve Ludlow, Director Sales and Marketing; Jesse Diaz, Technical Specialist
 DESCRIPTION: Design, manufacture, and sell sophisticated line and cable fault locating instruments for underground utilities for both copper and fiber optic cables. Products include AF and RF line tracers, passive/active locators, sheath fault locator, and a ferromagnetic locator. Provide application and technical assistance.

Metrotek Industries, Inc.(914) 347-4112
 FAX:.....(914) 347-4203
 33 West Main St.
 Elmsford, NY 10523-2413
 PERSONNEL: Lynne S. Gressett, President; Timothy C. Gressett, Vice President; Thomas F. Tringali, Sales Manager
 DESCRIPTION: Distributor of fiber optic cable, cable assemblies, connectors, tools, tool kits, connectors, supplies, adaptors, splices, attenuators, couplers, splitters, termination equipment, analog link, video links, digital links, multiplexers, test equipment, training videos and books, ethernet links and hubs, active components, accessories, and more!

Metrum(303) 773-4700
 FAX:.....(303) 773-4909
 4800 East Dry Creek Road
 Littleton, CO 80122-3700
 PERSONNEL: Carl McCormick, President; Tom Balue, Market Manager; Ron Michel, Communications Manager
 DESCRIPTION: Metrum manufactures and markets VHS-based tape drives and VHS, DLT and M.O. optical automated libraries for storing video and computer data.

Micracor Inc.(508) 263-1080
 FAX:.....(508) 263-1448
 43 Nagog Park
 Acton, MA 01720
 PERSONNEL: Jeff Purchon, Director, Sales & Marketing; Aram Mooradian, Executive Vice President
 DESCRIPTION: Micracor manufactures high power, low noise laser sources for CATV/cellular distribution systems, and for high speed digital/RF links. Micracor lasers employ a unique patented miniaturized pumped yag technology to produce fiber-coupled powers of 10mW to 200 mW in the 1319nm range.

Microflect Co., Inc.(503) 363-9267
 National Wats:.....(800) 547-2151
 FAX:.....(503) 363-4613
 3575 25th St. SE
 PO Box 12985
 Salem, OR 97309
 PERSONNEL: Donald J. Addicott, Sales Manager, Components; Jeff Grassman, Chief Engineer; John (Jack) Kranitz, Field Services Manager; Ron Beyer, Sales Manager, Structures
 DESCRIPTION: Designs, fabricates and installs microwave telecommunications towers, waveguide support systems, tower accessories and tower hardware, and microwave passive repeaters. Microflect's technical services include antenna and passive repeater alignment, system troubleshooting, return loss measurement of transmission lines and antenna systems, site investigations, tower inspections, and tower maintenance. These capabilities enable Microflect to offer complete turnkey installation and maintenance of communications systems.



MICROSAT

MicroSat(404) 643-0250
National Wats:.....(800) 438-0812
FAX:.....(404) 643-0899
 4343 Shallowford Road
 Suite F3
 Marietta, GA 30062
 PERSONNEL: Stephen J. Miller, President; Dan Roberson, Sales Manager; Cindy Tasker, Sales Manager; Doug Huston, Sales Manager; Jim Wood,

Sales Manager

REGIONAL OFFICES: Edmond, OK. All reachable at (800) 438-0812; Garland, TX
 DESCRIPTION: Manufacturers' representative for: Alpha Technologies (power supplies); Anritsu (mini OTDR); Augat/Broadband (amps, fiber optic transmitters and receivers); Augat/LRC (connectors and tracers); CMS (inventory program); Contech (heat shrink); Electroline (super tap); Flight Trac (system CLI fly-overs); HP CaLan (integrated sweep system/spectrum analyzer); IAS (EBS); Multilink (apartment boxes, 3M, tools); Pirelli (fiber optic cable).

Microware Systems Corporation.....(515) 224-1929
 National Wats:.....(800) 475-9000
 FAX:.....(515) 224-1352
 1900 N.W. 114th Street
 Des Moines, IA 50325
 PERSONNEL: Ken Kaplan, President; Steve Johnson, Vice President Marketing; Andy Ball, Vice President Sales; Eric Miller, Director of Multimedia; Arthur Orduna, Marketing Manager
 REGIONAL OFFICES: CA, DE, FL, NH, OH, TX, Japan, France, England
 DESCRIPTION: Microware Systems Corporation is a leading supplier of operating system software for interactive television networks. Microware's DAVID (Digital Audio/Video Interactive Decoder) system software for set-top decoders and headends provides a common target platform for a variety of video server and transmission systems. Contact Microware for complete product and licensing information.

Microwave Filter Co. Inc.(315) 437-3953
 National Wats:.....(800) 448-1666
 FAX:.....(315) 463-1467
 6743 Kinne St.
 East Syracuse, NY 13057
 PERSONNEL: Carl F. Fahrenkrug, President and CEO; Richard Jones, Vice President Finance and Chief Financial Officer
 DESCRIPTION: Microwave Filter Company, Inc. manufactures custom and standard passive filters, traps, and filter networks for use at the headend, satellite dish and other areas of the cable distribution system to eliminate interference, remove and reinsert channels and conduct carrier-to-noise, leakage and other measurements.

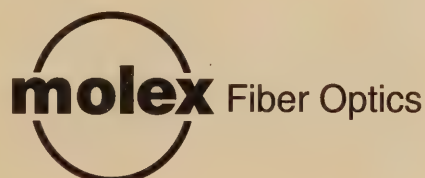
Midwest Cable Services, Inc.(219) 892-5537
 National Wats:.....(800) 852-6276
 FAX:.....(219) 892-5624
 PO Box 96
 16095 Linden Road
 Argos, IN 46501
 PERSONNEL: Ronald Hensley, President; Ken Howard, Accounts Manager
 DESCRIPTION: Nationwide buyers of scrap CATV cable and used line gear. Dispatched mobile units. On-site pick up.

Mind Extension Institute.....(303) 792-3111

National Wats:.....(800) 833-3472
 FAX:.....(303) 784-8046
 9697 East Mineral Avenue
 Englewood, CO 80112
 PERSONNEL: Steve Gorski, Vice President; Marc Kleiner, Special Markets Coordinator; Lisa Padilla, Business Manager
 DESCRIPTION: ME/I designs and distributes training programs specifically for the cable television industry. Interactive videodisc training programs now available are: 'Installer Training,' 'General Safety,' 'Customer Service Training' and 'Sales Training.' New interactive video training programs released in 1994 are 'Customer Service Through Troubleshooting' and 'The Technical Troubleshooting Challenge' for service techs. Also available is 'Rethinking The Workplace for the 21st Century,' a monthly videotape series which focuses on topics of critical interest to cable operators.

Mo.Ped Company Inc.(904) 479-3308
 FAX:.....(904) 484-3071
 10100 Old Palafox Road
 Pensacola, FL 32534
 PERSONNEL: Gene Jones, President; Bo Vogt, Vice President; Joan E. Jones, Secretary
 DESCRIPTION: Manufacturer of quality cable TV enclosures, suitable for use in all weather conditions. Primary compound used in production is low density U.V. stabilized polyethylene, with all stainless hardware.

Mobile Tool International, Inc.
 Telsta(303) 427-3700
 FAX:.....(303) 657-2205
 5600 W. 88th Ave.
 Westminster, CO 80030
 PERSONNEL: Al Rocke, National Sales Manager
 REGIONAL OFFICES: PO Box 575, Hughes Ford Road, Frederick MD 21701, (301) 662-6262; 2121 Research Drive, Fort Wayne, IN 46808, (219) 482-4401; 4588 Carter Court, Chino, CA 91710, (909) 613-1766
 DESCRIPTION: Telsta aerial lifts for splicing, maintenance and construction of CATV aerial plant and telephone.



Molex Fiber Optic Interconnect Technologies, Inc......(708) 512-8787
 National Wats:(800) A1-FIBER
 FAX:.....(708) 803-3608
 5224 Katrine Avenue
 Downers Grove, IL 60515
 PERSONNEL: Mark Margolin, President; Xavier Clairardin, Vice President Marketing & Sales; Igor Grois, Vice President Engineering; Tony Dorin, Product Marketing Manager; Eve Stroberg, Product Marketing Manager; George Seymour, Industry

Marketing Manager, Telecom

DESCRIPTION: Molex Fiber Optics, a leading fiber optics manufacturer, offers a full line of products for the passive fiber optic network serving the telecommunication, data communication and CATV markets. Products include a full line of fiber optic connectors, field termination tooling, preterminated rack and wall mount patch panels, bypass switches, couplers, fiber optic cable assemblies and a fully automated Super PC/APC 12 position polishing machine.



Monroe Electronics Inc......(716) 765-2254
 National Wats:.....(800) 821-6001
 FAX:.....(716) 765-9330
 100 Housel Ave
 Lyndonville, NY 14098
 PERSONNEL: R. Vosteen, Executive Vice President; R. Phillips, Manager of Technical Sales; E. Freischlag, A/V Engineer
 DESCRIPTION: Manufactures time/tone/remote switching equipment, VCR controllers, cue tone encoders and decoders, telephone couplers, audio/video switches, IF/RF switches, loss of video detection switches, loss of RF switches, loss of scrambling switches, and A/V distribution amplifiers.

Moore Diversified Products, Inc.(606) 299-6288
 National Wats:.....(800) 769-1441
 FAX:.....(606) 299-6653
 1441 Sunshine Lane
 Lexington, KY 40505-2918
 PERSONNEL: G. James Phelps, President; S. Gary Simpson, Vice President, General Manager; Mark Stuhlfreyer, Director, Sales & Marketing; Gia Phelps, Sales Manager; Liz Robinson, Materials Resource Manager; Connie Wood, Customer Service Representative
 DESCRIPTION: Moore Diversified Products Inc., a precision metal manufacturer for 50 years with own engineering group and CNC machinery for quick turnaround for made to order enclosures. Ten years in designing and manufacturing MDU security enclosures. Products for OSP fiber optic installation: vaults, aerial fiber storage racks, overlash rollers. Headend and premise enclosures: fiber management enclosures, splicing hardware, racks. New in 1995: standby power supply cabinets and polyethylene conduit.

Morrow Specialties(704) 891-3080
 FAX:.....(704) 891-1983
 125 School House Road
 Horse Shoe, NC 28742
 PERSONNEL: Carol Morrow, Sales; Terry Morrow, Sales
 DESCRIPTION: Aerial cable construction rollers.

◆ A-Z LISTINGS


MOTOROLA
Multimedia Group
Motorola, Inc. - Multimedia Group(708) 632-3409
FAX:(708) 632-3164

1475 West Shure Drive

Arlington Heights, IL 60004

 PERSONNEL: John Battin, Senior Vice President & General Manager; James Phillips, Vice President & General Manager, Worldwide Distribution and Marketing; Brian Bentley, Vice President, MSO Sales; Bob Simkavitz, Vice President, RBOC Sales; Doug Robertson, Director Business Development
 REGIONAL OFFICES: Denver, CO

DESCRIPTION: Motorola's Multimedia Group develops, manufactures and markets systems for the convergence of voice, data and video communications services over advanced multimedia platforms. Leveraging our unsurpassed expertise in RF, Motorola is uniquely poised to offer this emerging industry superior products that will combine wireless technology with wireline communications. The flagship product of the group, CableComm™, enables cable network operators to fully exploit the two-way capabilities of hybrid fiber/coax networks, and deliver interactive multimedia services over the broadband cable infrastructure.

 Multicom, Inc.(407) 331-7779
 National Wats:(800) 423-2594
 FAX:(407) 339-0204
 776 Bennett Drive

Longwood, FL 32750

 PERSONNEL: Sherman Miller, President; Jordan Miller, Vice President; Kevin Mielcarek, Sales Manager; Bob Sweet, Sales; Ray Halter, Sales
 DESCRIPTION: Multicom Inc. is a full line supplier of CATV products. We offer unique services such as design and consultation, technical assistance and fast same day shipping. Multicom Inc. offers a complete line of products such as headend equipment, MATV equipment, coax cable, connectors, distribution equipment, subscriber equipment, underground equipment, and tools & test equipment. Multicom, Inc. is a stocking distributor for major brands such as Scientific-Atlanta, Blonder Tongue, Pico Macom, Gilbert, Sadelco, Lemco, Times Fiber, Rohn Towers, Holland, Cablecon, California Amplifier, D. Co., Comtech Antenna and Milbank.

 Multidyne Electronics, Inc.(516) 671-7278
 National Wats:(800) 4TV-TEST
 FAX:(516) 671-3362

191 Forest Ave

Locust Valley, NY 11560

PERSONNEL: James G. Jachetta, Vice President of Engineering

DESCRIPTION: Multidyne manufactures a full line of television equipment including automatic video and audio test signal generators, video and audio source ID generators, video cable equalizers, video and audio distribution amplifiers, universal rack-

mount trays for video, audio, test and ID, routing switchers, fiber optics, bench-top power supplies, XLR audio break-out panels for Grass Valley™ distribution amplifiers and switchers.

 Multilink(216) 366-6966
 National Wats:(800) 678-4510
 FAX:(216) 366-6802

587 Ternes Avenue

PO Box 955

Elyria, OH 44035

 PERSONNEL: Steve Kaplan, Vice President of Operations; Spencer Carlson, Vice President of Sales; Sean McLaughlin, Sales and Marketing Manager; Tim Olney, Sales; Sue Helbig, Accounts Payable; George Hadaway, Engineering Manager
 DESCRIPTION: Manufacturer and stocking supplier of fiber optic cable closures, interdiction plastic and steel enclosures, converter totes, converter bags, CLI maintenance tools, torque wrenches, tap port cleaners, F-seal, direct bury splice kits, rap sealant pads, dri-taps, rap seal, CC-16, underground service boxes, Wendy's aluminum cable clips, squirrel guard, tree guard, strand mount can trap enclosures, roughneck steel box-in-a-box and plastic boxes, CC-1, Olympic plastic and steel molding, Z coring tools for QR, MC2, P3 and TX, Makita power tools, Irwin drill bits, disposable shoe covers, fiber optic tags, Bashlin tools 3M products for fiber optics and the Starfighter 2000F fiber optic splice case.

 Multiplex Technology, Inc.(714) 996-4100
 National Wats:(800) 999-5225
 FAX:(714) 996-4900

3200 East Birch Street

Brea, CA 92621-6258

 PERSONNEL: Frank White; John David; Kim Schrader; Larry Lenard; Scott Harrington; Gusti Ives; Dang Nguyen
 REGIONAL OFFICES: Howard Greenberg, Greenberg Marketing, 208 Harvest Rd., Cherry Hill, NJ 08002, (609) 667-5278; David Raudabaugh, Independent Security Products, Inc., 899 Powers Ferry Rd., Suite A10, Marietta, GA 30067, (404) 956-1850

DESCRIPTION: Multiplex Technology designs and manufactures frequency agile modulators, FM stereo modulators, both MTS stereo and monaural, RF distribution amplifiers, genlock message generators, character generators, solid state video cameras, RF demodulators and broadband passives. ChannelPlus brand products are smaller, easier to use and less costly than most competitive products.

 MultiVail Inc.(305) 530-8500
 FAX:(305) 530-1720

999 South Bayshore Drive, #905

Miami, FL 33131-2930

 PERSONNEL: Frank L. Beam, President; George Merritt, Vice President / Technical Solutions; Steve Mitcham, Vice President / Finance; James Eberle, Vice President, Sales; Ken Mitnick, Sales/Broadcasting; Bill Baker, Sales/Cable
 DESCRIPTION: MultiVail offers an uplink and insertion system for national, regional and local

commercials to cable headends. MultiVail also sells the insertion equipment that can be used at each headend.

 Munn Jr., E. Harold
 & Associates, Inc.(517) 278-7339
 FAX:(517) 278-6973

PO Box 220

100 Airport Drive

Coldwater, MI 49036

 PERSONNEL: E. Harold Munn Jr., Of Counsel; Wayne S. Reese, President; Christine Reese, Vice President; Virgil Royer, Head FM-TV Department; Donald J. Baad, Head AM and Field Service Department; Gordon Swan, Head Computer Department; Ed Trombley, Staff Engineer
 DESCRIPTION: Broadcasting engineers and consultants. FCC application preparation. Construction supervision. Compliance and licensing testing. Antenna system tuning and adjustment. Expert testimony for AM, FM, TV and CATV matters.

 NaCom(614) 895-1313
 National Wats:(800) 669-8765

FAX:(614) 895-8942

1900 East Dublin-Granville Rd., #100A

Columbus, OH 43229

 PERSONNEL: Larry R. Linhart, President/CEO; Joe Govern, Vice President, Operations; Randy Carpenter, Director, Sales; Bob Pierce, Director of Engineering
 DESCRIPTION: Full service communications contractor providing engineering; sweep and balance; activation; aerial & underground plant construction; fiber optic installation & splicing; residential installations; CLI detection & correction; pre- and post-wire MDUs; traps; audits; converter exchanges; DBS; and LANs throughout the continental United States.

 Napa Communications(916) 878-6773
 FAX:(916) 878-2146

2280 Grass Valley Hwy #209

Auburn, CA 95603

 PERSONNEL: Steve Miller, Owner; Herb Biddle, Operations Manager; John Hartley, Director of Marketing
 DESCRIPTION: The company provides technical services to cable television operators, vendors and contractors seeking to build or rebuild CATV systems. Some of the services the company provides include strand mapping, make-ready surveys, as-built mapping, new design, newbuilds, rebuilds, sales, audits, installation, CLI leakage detection, MDU postwires, and other specialized technical services.

 National Cable
 Television Institute(303) 797-9393
 FAX:(303) 797-9394
 801 West Mineral Avenue
 Littleton, CO 80120-4501

PERSONNEL: Roland Hieb, Chairman and Co-Founder; Byron Leech, President; Rick Pinkham, Vice President; Don Oden, Director of Admissions; Ray Rendoff, Director of Curriculum Development
DESCRIPTION: The National Cable Television Institute (NCTI) provides the most comprehensive, and industry-specific broadband training available anywhere in the world. Since 1968 cable television system operators, contractors and cable industry vendors have turned to NCTI to train more than 90,000 employees who construct, operate and maintain broadband systems. NCTI offers a comprehensive, systematic, educationally sound curriculum that covers the full spectrum of the cable television business.

NCA MICROELECTRONICS

NCA Microelectronics.....(506) 634-5014
FAX:.....(506) 634-5035
 520 Somerset Street
 Saint John, N.B., E2K 2Y7
PERSONNEL: Norbert Bedoucha, Vice President, Marketing and Sales; Harvey Nickerson, Vice President, Product Development
DESCRIPTION: The Chameleon is a cost-effective Pay-TV scrambling system that is ideal for small to medium-size cable systems. Chameleon is fully addressable and uses locked microprocessor technology to pirate proof your system. NCA's latest addition is Suite Cinema, which converts the Chameleon system into a total pay-per-view solution. Ideal for private cable installations, hotel and SMATV applications and small/medium cable operations. Chameleon and Suite Cinema are perfect solutions for MSOs wanting to offer addressable pay-TV or PPV in their systems.

NCS Industries Inc.(215) 657-4690
National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
 2255- E.Wyandotte Road
 Willow Grove, PA 19090
PERSONNEL: Dick Grasso, President; J. Bartholomew, Vice President/Secretary; Fred Baker, Service Manager; Harry Williams, Sales Engineer
REGIONAL OFFICES: Philippines FAX (011) 63-32-461561
DESCRIPTION: Distributor for: Jerrold, Drake, Blonder-Tongue, KTI Int'l, Gilbert, Metrotech, Phonic, Cadco, Aster, Olson Technology, Videotek, Philips Broadband Networks, Connector Corp. of America, CIS Character Generators, Opto Electronics, Delhi-Taco, Pico Macom. Authorized warranty service for: Wavetek, Catel. Authorized parts distributor for Jerrold distribution products. Comprehensive repair facility for satellite, CATV and LAN requirements. Buy, sell and refurbish used CATV equipment.

NEC

NEC America, Inc.(516) 753-7000
FAX:.....(516) 753-7434
 8 Corporate Center Drive
 Melville, NY 11747
PERSONNEL: M. Sugiyama, President/CEO; J. Carpenter, Sr. Vice President; L. Eagle, General Manager, Public Networks Group
REGIONAL OFFICES: 14040 Park Center Road, Herndon, VA 22071; 101 E. 52nd Street, New York, NY 10022
DESCRIPTION: NEC America, Inc., an affiliate of NEC Corporation, develops, manufactures and markets a complete line of advanced communications products and software for public and private networks, including digital key telephone and PBX systems; ATM switching systems; cellular mobile telephones; pagers; facsimile equipment; fiber optic transmission systems; data communications products; digital microwave radio, satellite communications and network management systems.

Nemal Electronics Inc.(305) 893-3924
National Wats:.....(800) 522-2253
FAX:.....(305) 895-8178
 12240 NE 14th Ave.
 North Miami, FL 33161
PERSONNEL: Benjamin Nemser, President; Hilda Manten, Sales Administrator
DESCRIPTION: Nemal Electronics Inc. is a manufacturer and distributor of electronic cable, connectors and interconnect products for the cable, video, RF and broadcast industries. We offer a complete line of more than 2,500 items including drop and trunk cable and connectors, patch bays, microwave and satellite cable and assemblies, and a line of passive devices. International number (305) 899-0900.

Newbridge Networks, Inc.(703) 834-3600
FAX:.....(703) 471-7080
 593 Herndon Parkway
 Herndon, VA 22070
PERSONNEL: Terrence H. Matthews, Chairman & CEO; Peter Sommerer, President & COO; F. Michael Pascoe, Vice President & General Manager, North and South America; Mike Beaulé, Vice President, Sales, North and South America; Kelly Bevan, Vice President, Marketing, North and South America; Kit Goldfarb, Assistant Vice President, Public Relations, North and South America
REGIONAL OFFICES: Manhattan: (212) 563-3600; San Francisco: (510) 933-3600; Boston: (508) 875-3600; Chicago: (708) 932-1200; Seattle: (206) 232-4300; Caracas: 58 2 953 5175; Mexico City: 52 5 828 0579; Rio de Janeiro: 55 21 542 1537; Canada (905) 238-0581
DESCRIPTION: Newbridge designs, manufactures, markets and services fully-managed, standards-based networking solutions for telephone companies and

private network customers. Newbridge's local area VIVID® and wide area 36150 and 36170 MainStreet ATMnet™ product lines offer comprehensive ATM solutions. Newbridge offers a comprehensive range of traditional TDM products, frame relay products and the Newbridge Management Executive family of management systems. Newbridge products have technical approvals in over 60 countries.



NewCom Technologies, Inc.(515) 246-0899
National Wats:.....(800) 626-6234
FAX:.....(515) 246-1217
 2111 Grand Avenue
 Des Moines, IA 50312-5303
PERSONNEL: James S. Petro, President; Charles D. Berger, Vice President, Secretary, Treasurer; John C. Wilkins, Vice President, Network Design; Ted Hightshoe, Vice President, Field Operations
DESCRIPTION: NewCom's consulting team has extensive operating experience and provides a full line of consulting and managing services for broadband networks. NewCom specializes in computer-aided design and drafting of hybrid coaxial networks with product offerings to meet all needs. In addition, a full line of graphic capabilities such as base map development, scanning services, and reproduction plotting to all mediums is offered. NewCom services also include evaluation of design and product application.

News Datacom Inc.(310) 369-3500
FAX:.....(310) 369-3530
 2121 Avenue of the Stars
 Suite 400
 Los Angeles, CA 90067
PERSONNEL: Douglas H. Lindquist, Senior Vice President, Sales and Marketing, Americas
DESCRIPTION: Provides smart cards, conditional access, scrambling and billing software products.

Nexus Engineering,
 A Scientific-Atlanta Business(604) 420-5322
National Wats:.....(800) 563-5557
FAX:.....(604) 420-5941
 7725 Lougheed Highway
 Burnaby, BC, Canada V5A 4V8
PERSONNEL: Peter van der Gracht, President; Ian Haave, Director, Domestic Sales; Bailey Shewchuk, Senior Account Manager; Ayman Ghafir, Director, International Sales; Lorenzo Bombelli, Marketing and Customer Service
REGIONAL OFFICES: 16th Floor, Cavendish Square, 23 Yip Hing Street, Wong Chuk Hang, Hong Kong, (852) 873-9792, FAX (852) 555-1589
DESCRIPTION: Nexus designs and manufactures a wide range of television RF signal processing equipment capable of serving a variety of system sizes

◆ A-Z LISTINGS

and applications, from small rural sites to large metropolitan systems. At the apex of Nexus' product offerings is the Series 2000, which provides the highest quality video and audio signals available today, and is specifically designed for AM optical distribution systems. Nexus recently introduced an intelligent status monitoring system that ensures uninterrupted service by linking the control of fiber nodes, headends, and distribution into one system. Nexus also provides low and medium power television transmission products, and complete turnkey systems, including satellite signal reception.

Nickless Schirmer & Co., Inc.(606) 727-6640
National Wats:.....(800) 543-1584
FAX:.....(606) 727-6658
7745 Foundation Drive, Suite One
Florence, KY 41042
PERSONNEL: Paul Nickless, President; Bob Schirmer, Vice President
DESCRIPTION: Nickless Schirmer & Co. distributes quality satellite reception and CATV headend products for Blonder Tongue, Cadco, California Amplifier, DH Satellite, Display Systems, Pico-Macom, RCI and R.L. Drake. Please call for our current catalog.

Norman Weinhouse Assoc.....(818) 884-3105
FAX:.....(818) 884-9023
5211 Jumilla Avenue
Woodland Hills, CA 91364
PERSONNEL: Norman Weinhouse, President
DESCRIPTION: Engineering consultant, microwave and satellite telecommunications.

Northeast Cable
Electronics, Inc.....(203) 443-7675
National Wats:.....(800) 237-6069
FAX:.....(203) 443-7675
115 Ocean Avenue
New London, CT 06320
PERSONNEL: James Hapis, Secretary/Treasurer
DESCRIPTION: We offer quality repair of all Jerrold converters. Converters from Oak, Hamlin and Pioneer serviced. Line equipment repair includes Jerrold, Magnavox and Scientific-Atlanta. Competitive prices, quality repair.

Northern Telecom
Broadband Networks.....(404) 661-5995
National Wats:.....(800) NORTHERN
FAX:.....(404) 661-5784
One Ravinia Drive
Suite 200
Atlanta, GA 30346
PERSONNEL: Mike Frame, Vice President, Broadband Networks; Steve Hunt, Vice President, Broadband Network Sales & Marketing; Bob Schack, Associate Vice President, Cable/CAP Sales; Arno Schmidt, Associate Vice President, Product Line Management
REGIONAL OFFICES: Atlanta, GA (Cable/CAP Sales) (404) 661-5995
DESCRIPTION: Northern Telecom offers a complete portfolio of products and service to support

end-to-end digital networking for video, voice and data communications including Cornerstone fiber/coax and video networking systems, broadband network control software, Sonet fiber transmission products, Magellan ATM switches, DMS narrow-band voice and data switches, data networking systems and PCS and cellular systems. Also manufactures PBX and key systems for office communications and business and residential telephones.

Novaplex, Inc.(800) 644-6682
FAX:.....(818) 504-6522
8818 Bradley Ave.
Sun Valley, CA 91352
PERSONNEL: John Battle, Product Engineer; Dave McLaughlin, Director of Sales; John Onodera, Director of Purchasing; Ruffin Prevost, Director of Creative Services; Rick Conn, Director of Marketing
DESCRIPTION: Manufacturer and distributor of complete line of cable TV products and accessories for domestic and international distribution. Advanced products include the Novavision CB 3 5000 converter with inView Video Pass Thru technology, including interactive capabilities. Call us today for your complete line of CATV converters, components and cosmetic accessories. The Repair Supply Experts!

Noyes Fiber Systems.....(603) 528-7780
FAX:.....(603) 528-2025
Belmont Business Park
PO Box 398
Laconia, NH 03247-0398
PERSONNEL: Richard Tyler, Director, Marketing and Sales; John Noyes, President
DESCRIPTION: Manufactures fiber optic power meters, light sources, OTDRs, talksets, attenuators, visible fault identifiers and network simulators for all multimode or singlemode fiber optic networks. Noyes also maintains a complete calibration and repair facility.

Optical Cable Corp.....(703) 265-0690
National Wats:.....(800) 622-7711
FAX:.....(703) 265-0724
5290 Concourse Drive
PO Box 11967
Roanoke, VA 24022-1967
PERSONNEL: Robert Kopstein, President; Luke Huybrechts, Senior Vice President of Sales; Susan S. Adams, Vice President of Marketing
DESCRIPTION: Manufacturer of fiber optic cables for data communications local area networks (LANs), FDDI, telephone, and video applications. Easily terminated tight buffered cable design for both inside building and outside plant. Tight buffered fiber optic cables are the most 'installer friendly' and cost effective cables on the market today. Call for a competitive price quotation at 1-800-622-7711 or (703) 265-0690, or fax to (703) 265-0690.

Optical Fiber
Components, Inc.(603) 898-3302
National Wats:.....(800) 782-6304

FAX:.....(800) 442-6324
24 Keewaydin Drive
Salem, NH 03079
PERSONNEL: Frank Megan
REGIONAL OFFICES: 5600 General Washington Drive, Suite B-208, Alexandria, VA 23312, (703) 750-6400
DESCRIPTION: Optical Fiber Components, Inc. (OFCi) distributes a wide line of fiber optic components and test equipment, and sponsors hands-on installer training workshops for data communications, CATV and telecommunications installation professionals and value-added resellers.

OptiVideo Corporation.....(303) 444-2160
FAX:.....(303) 444-2242
5311 Western Avenue
Boulder, CO 80301
PERSONNEL: Richard Roth, President; John Roper, Vice President; Robert (Ted) Weverka, Chief Scientist; Robert Anderson, Director of Engineering; Handy Phelper, Sales Director; Paula Sonawala, Optical Engineer
DESCRIPTION: OptiVideo is the leading manufacturer of optical switches for fiber optic cable television systems. Optical switches can provide transmitter selection and backup, route diversity and redundancy, and cost effectively increase system reliability and flexibility. Optivideo offers a complete line of singlemode switches in 1x2, 2x2 and 1xN configurations. Switches for automatic, remote fiber testing are also available.

Optotec S.p.A.
Telephone: 39-2-66425205
Fax: 39-2-66425222
Via A. Manzoni, 44
20095 Cusano Milanino (MI) Italy
PERSONNEL: Dr. Enzo Longobardi, Managing Director; Dr. U. Rossi, General Manager; Dr. S. Crico, International Sales Manager; Dr. Joyce Kilmer, North American Agent
REGIONAL OFFICES: Optotec North American Agency, 151 First Avenue, Suite 300, New York, NY 10003, (212) 475-0093, FAX (212) 475-0625
DESCRIPTION: Optotec is a manufacturer of fiber optic components and accessories, e.g., fiber optic connectors (SC, FC, ST, EC, and Biconic); patch-cords, pigtails, or fanouts (with PC, SPC, UPC or angle-polish 'APC'); flat wavelength fiber optic attenuators; filters; couplers; Fiber Coat® fusion splice recoating system; 4 and 12 fiber ribbon accessories; fiber distribution frames/apparatus; and outside plant closures.

Orbitron - Division
of Greenbriar Products(608) 588-2923
FAX:(608) 588-2257
351 South Peterson St.
Spring Green, WI 53588
PERSONNEL: Frank Leach, President; James W. Garvoille, Vice President; David A. Johnson, International Sales Manager; Brian Havey, National Sales Manager
DESCRIPTION: Manufacturers of aluminum mesh antennas including sizes of 6-7, 8-1/2, 10, 12, 16, 20

and 24 feet. Distributor of complete satellite systems to the international market.

Orion Business

Services, Inc.(202) 635-4200
 National Wats:.....(800) 627-4123
 FAX:.....(202) 635-4204
 2800 New York Avenue
 Washington, DC 20002-1949
 PERSONNEL: Marsha Brevard, Executive Director;
 Dale Woods, Deputy Director; Donald McCann,
 Technical Director
 DESCRIPTION: Orion Business Services, Inc.,
 established in 1984, specializes in
 Telecommunications training. Orion has trained
 hundreds of CATV installers, CLI technicians, tele-
 phone and LAN technicians, and provides cus-
 tomized training to a variety of cable and telecom-
 munications providers. We also provide satellite dish
 installation and other technical services.

Ortel Corporation(818) 281-3636
 FAX:.....(818) 281-8231
 2015 West Chestnut Street
 Alhambra, CA 91803
 PERSONNEL: Wim H.J. Selders, President, Chief
 Executive Officer & Director; Dr. Lawrence A.
 Stark, Vice President & Business Manager,
 Broadband Communications Products; William
 Moore, Vice President, Sales
 DESCRIPTION: Ortel designs and manufactures a
 complete line of DFB laser and PIN photodiode
 products for OEM manufacturers and system inte-
 grators for broadband, CATV and telephony net-
 works. Ortel also manufactures complete fiberoptic
 systems for satellite TVRO antenna remoting and
 an array of microwave and wireless communica-
 tions products that enable the cost-effective trans-
 mission of RF and microwave signals on fiberoptic
 cable.

OSP Consultants, Inc.(703) 444-1400
 National Wats:.....(800) 444-1400
 State Wats:(800) 444-1400
 FAX: ... (703) 444-1403, (703) 444-0356, (800) 677-
 6079, (800) 677-6078
 21400 Ridgeway Circle
 Suite 101
 Sterling, VA 20166-6511
 PERSONNEL: John Smith, President; David Baxter,
 Executive Vice President; David Smith, Senior Vice
 President; F.A. Donaldson, Senior Vice President;
 Robert Ennis, Vice President
 REGIONAL OFFICES: 4721 Trousdale Drive, Suite
 210, Nashville, TN 37220, Attn: Ron Deese (615)
 333-0343; 4501 Kolze Street, Schiller Park, IL
 60176, Attn: Robert Collins (708) 678-4030
 DESCRIPTION: OSP Consultants, Inc. provides
 engineering, construction, proposal preparation, pro-
 gram management and general support services to
 the telecommunications, CATV, gas, water and
 power industries. Also to optimize benefits to our
 customers through strict adherence to establish cost,
 quality and schedule guidelines; extensive use of
 computer mechanization; and employment of mod-
 ern production techniques.

Oz Optics Ltd.(613) 831-0981
 National Wats:.....(800) 361-5415
 FAX:.....(613) 836-5089
 West Carleton Industrial Park
 21 G Westbrook Road
 Carp, Ontario, Canada K0A 1L0
 PERSONNEL: Omur M. Sezerman, CEO; Garland
 D. Best, Product Manager; Ralph Swafford, Product
 Manager
 DESCRIPTION: Visual fiber optic fault finders,
 fiber pigtailed laser diodes and detectors, laser diode
 power combiners, polarization maintaining split-
 ters/combiners, connectors. Variable/fixed attenua-
 tors, WDMs, universal connectors, fiber collimators,
 isolators, fiber polarization rotators, fault locators,
 fiber identifiers, laser diode collimators, fiber optic
 educational kits, customized fiber optic components
 for Er-doped amplifiers and coherent telecommuni-
 cation with low backreflection. Laser-to-fiber cou-
 plers and complete fiber delivery systems.

Panasonic Video Communications

Panasonic Broadcast & Television Systems Company

Cable Systems Division(201) 392-4709
 FAX:.....(201) 392-6821
 One Panasonic Way, 3E-7
 Secaucus, NJ 07094
 PERSONNEL: Richard Strabel, General Manager;
 Tom Moore, Sales Manager
 REGIONAL OFFICES: Eastern Region, (201) 392-
 6593, FAX (201) 392-6558; Southern Region, (404)
 717-6772, FAX (404) 717-6721; Rockies Region,
 (303) 850-0585, FAX (303) 494-4155; Western
 Region, (818) 562-1501, FAX (818) 562-1604
 DESCRIPTION: Supplies a full line of professional
 and broadcast video equipment for production, edit-
 ing, playback and pay-per-view. Supplies non-
 addressable converters.

Panduit Corp.(708) 532-1800
 National Wats:.....(800) 777-3300
 FAX:.....(708) 532-1811
 17301 S. Ridgeland
 Tinley Park, IL 60477
 REGIONAL OFFICES: Worldwide sales offices and
 subsidiaries
 DESCRIPTION: Panduit Corp. is a world-class
 manufacturer of wiring and communication products
 serving the MRO, construction, OEM and network
 communications markets.

Parsons Trenchers
 Seaman-Maxon Inc.(414) 351-3457
 FAX:.....(414) 351-9057
 3204 West Mill Road
 Milwaukee, WI 53209
 PERSONNEL: William A. Maxon, COO; Thomas
 N. Tautges, Product Manager

DESCRIPTION: Manufacture trenchers and cable
 plows.

Passive Devices, Inc.(407) 998-0600
 National Wats:.....(800) 242-1606
 FAX:.....(407) 998-0608
 6353 West Rogers Circle, Bay 6
 Boca Raton, FL 33487
 PERSONNEL: Donald Edelman, Chairman of the
 Board, CEO; Barbara R. Edelman, President, COO;
 Lindsay Eve, Plant Manager; Mel Gray, Director of
 Engineering; Jonathan Edelman, Systems
 Administrator; Norman Dubuc, Vice President,
 Sales; Technical Sales Staff: John Eichstaedt, Len
 Edelman, Diana Romero, Mike Edelman
 DESCRIPTION: Passive Devices, Inc. purchases for
 resale all major brand converters, amplifiers, line
 extenders and headend equipment. The company
 completely reconditions this material before offering
 it for sale to the cable industry. The company is a
 stocking distributor for Band-It, Budco, Bud
 Industries, Blackburn, Cablematic, Cable Tek, Cable
 Maid, Cadco, California Amp, Comm Scope, C + E,
 Channel Master, Compedco, D-Co, Drake, Eagle,
 Gamco, Gilbert, Global, Holland, Jerrold, Klein,
 Lectro, Leaming Industries, Lemco, Maxcell,
 Microwave Filter, Pico, Prodelin, PPC, Sadelco,
 Scientific Atlanta (headend products), Times Fiber,
 Trilogy, Tyton, Work Area Protection, and others.
 PDI now stocks Fotec portable fiber optic test equip-
 ment and accessories. The company will also stock
 Rifocs Corp. test equipment and fiber optic connec-
 tor assemblies. PDI manufactures the PDI-60M
 agile 70 channel modulator and the PDI-890D agile
 demodulator. As well, the company manufactures a
 complete line of printed circuit 600 MHz, 750MHz,
 and 1 GHz hybrid splitters, offering them to cable
 operators private labeled with their name and logo,
 regardless of quantity. PDI also manufactures chan-
 nel elimination filters, bandpass filters, channel dele-
 tion filters, off air interference filters, TVRO inter-
 ference filters, MMDS + LPTV channel combiners,
 MMDS relay antennas for the
 CATV/SMATV/TVRO/MMDS/LAN and LPTV
 industries.

PECA, Inc.(215) 245-1550
 FAX:.....(215) 639-3545
 592 Winks Lane
 Bensalem, PA 19020
 PERSONNEL: Ralph G. Douglass, President
 DESCRIPTION: Specialty communications and
 switching equipment. Addressable off-premise con-
 ditional access systems. Custom equipment design
 and manufacturing.

Peregrine Communications, Inc.(303) 278-9660
 National Wats:(800) 359-9660; (800) 373-0689
 FAX:.....(303) 278-9685
 14818 W 6th Avenue, Suite 16A
 Golden, CO 80401
 PERSONNEL: John Post, President; Gregory
 Warfield, Sales; Kimberly Lambert, Sales; Sharon
 Holmes-Owens, Sales
 REGIONAL OFFICES: 313G Trindale Rd,
 Archdale, NC 27263

◆ A-Z LISTINGS

DESCRIPTION: Peregrine Communications, Inc. is a broadband communications consulting and engineering company and an executive dealer of Scientific Atlanta and Nexus products. The company, established in 1985, addresses the engineering needs of small to mid-size cable operators, and corporations with broadband video distribution systems. Services provided include headend engineering, system design, construction, mapping, project management, upgrade engineering, sweep analysis, and leakage detection. Our highly qualified staff of technical field engineers can meet the needs of most cable operations.

Performance Cable
TV Products(404) 475-3192
PO Box 947
Roswell, GA 30077
PERSONNEL: Jud Williams
DESCRIPTION: Performance Cable TV Products, the 'Retrofit Power Supply Company', features the SB1000 Retrofit Standby Power Supply and the FR2000 Retrofit 'Ferro' Power Supply. Designed to fit virtually any existing power supply cabinet or pedestal. Prices: SB1000 - \$495, FR2000 - \$275. Upgrade your system to 16 amperes for the lowest cost. Model BT1200 Automatic Battery Tester checks the condition of standby batteries and costs \$230.

PFM Electronics Inc.....(903) 628-2791
National Wats:.....(800) 235-2288
FAX:.....(903) 628-5074
Route 2 Box 378
New Boston, TX 75570
PERSONNEL: Rodney J. Tinney, President; Debra K. Miller, Vice President
DESCRIPTION: Serving the cable industry since 1983, we offer expert repairs for headend and line equipment with a full one-year warranty. We also design, manufacture and install thumbwheel control circuitry for Olson Technology products as well as thumbwheel controlled frequency synthesizers for the SA-6601 down converter (eliminates crystal requirement). We take pride in our work.

Philips Broadband
Networks, Inc.(315) 682-9105
National Wats:.....(800) 448-5171
State Wats:.....(800) 522-7464
FAX:.....(315) 682-9006
100 Fairgrounds Dr.
Manlius, NY 13104
PERSONNEL: Dieter Brauer, President and CEO; Charles Merk, Vice President Engineering; Alan Kernes, Vice President Sales; Michael Jeye, Vice President Marketing
DESCRIPTION: Philips Broadband Networks, Inc. is an ISO-9001 certified manufacturer and supplier of highest quality broadband distribution equipment and systems for the cable television and data communications industries. Application products include one- and two-way amplifier systems, fiber optic equipment, signal processing equipment, telephone and data communications gateways, video servers and digital set-top decoders, echo canceling

equipment, interdiction systems, network monitoring systems, passives and connectors. Services include: System design, rebuild analysis, pre-racking of optical equipment, training and field engineering.



Phoenix TeleTronics, Inc.(805) 294-1810
National Wats:.....(800) 714-7884
FAX:.....(805) 294-1820
26027 Huntington Lane, Suite D
Valencia, CA 91355
PERSONNEL: Marc D. Eskenas, Cynthia Der Manuel, Greg Hansman
DESCRIPTION: Multi-line distributor for the CATV and private cable television industries. Blonder Tongue's largest stocking distributor, as well as Scientific Atlanta, Nexus Engineering, CommScope, Holland Electronics, Pico Macom, and a complete line of passives. Custom made jumper cables, system design and engineering available.

Photon Kinetics, Inc.(503) 644-1960
FAX:.....(503) 526-4700
9405 S.W. Gemini Drive
Beaverton, OR 97005-7160
PERSONNEL: Gene White, Jr., President; Jeff Dick, Operations Manager, Production and Lab; Garland Shinn, Director of International Sales; Maryam Aghamirzadeh, Director of Telecom Sales; Larry Taylor, Director of Customer Service
DESCRIPTION: Photon Kinetics develops and manufactures a full range of optical fiber test and measurement equipment designed for reliable performance in production, research and field environments, providing precise measurement solutions for customers in every area of the fast-growing optical fiber market.

Photon Systems Corp.(604) 420-8733
FAX:.....(604) 420-9606
7725 Lougheed Highway
Burnaby, BC, Canada V5A 4V8
PERSONNEL: John Maycock, President; Bill Tallentire, Sales Manager; Steve Dolling, Business Development Manager
DESCRIPTION: Photon Systems is a designer, manufacturer and installer of fiber optic communication systems for the transmission of video, voice and data. Photon provides a complete system solution including analog equipment at 1310 nm and 1550 nm for long-haul applications, and digital equipment for applications demanding the best in video performance. A full range of performance options allows Photon to configure equipment to meet a system's requirements in the most cost-effective way. Photon's products are used in a variety of applications throughout North America, China, Taiwan, Hong Kong, the Middle East and South America.

PICO MACOM, Inc.(818) 897-0028
National Wats:.....(800) 421-6511
FAX:.....(818) 899-1165
12500 Foothill Blvd.
Lakeview Terrace, CA 91342
PERSONNEL: George Knapp, President; Peter Moerbeek, COO; Frank Bailey, National Sales Manager; Eric Patterson, Vice President Latin American Sales; Norm Reinhardt, Vice President of Engineering; Sam Tagliavore, National Accounts Manager
DESCRIPTION: Manufacture drop and installation materials such as transformers, splitters, couplers, connectors, AB switches, jumper cables and tools for CATV/SMATV/MATV. We also manufacture a complete line of headend components, including IRD receivers, SAW filtered modulators, low cost adjacent channel modulators, signal processors, combiners, post amplifiers, line amplifiers, single channel amplifiers, U-to-V converters, and bandpass filters for any system needs.

Pico Products, Inc.(315) 437-1711
National Wats:.....(800) 822-7420
FAX:.....(315) 437-7525
6315 Fly Road
East Syracuse, NY 13057
PERSONNEL: Everett T. Keech, Chairman of the Board; George Knapp, President; Robert J. Greiner, Vice President Sales; Tim Vaas, International Sales Manager, Laurie Baker, National Sales Manager
DESCRIPTION: Complete line of PT mini traps, filters, tier traps, lifeline tier traps, low-pass and high-pass filters, Promo Encode/Decode system, CATV security accessories, low-noise drop amplifier line.



Pioneer New Media Technologies, Inc.

Pioneer New Media Technologies, Inc.(310) 952-2111
National Wats:.....(800) 421-6450
FAX:.....(310) 952-2990
2265 E. 220th Street
Long Beach, CA 90810
PERSONNEL: Tom Haga, President; Paul Dempsey, Vice President; Tim Takahashi, Vice President; James Slade, Director, National Sales
DESCRIPTION: Pioneer offers a complete line of cable television converter products and industrial laserdisc systems. Cable television products include addressable converters and various addressable controller configurations. Laserdisc applications include stand-alone PPV and playback. Pioneer also develops, markets and supports a rewritable videodisc recorder for commercial insertion and broadcast markets; a 300-compact disc autochanger for professional playback; and optical memory systems such as CD ROM changers and rewritable/WORM multi-function optical disk drives.



Pirelli Cables North America
Communications Division(803) 951-4800
National Wats:.....(800) 669-0808
FAX:.....(803) 957-4628

700 Industrial Drive
Lexington, SC 29072-3799
PERSONNEL: Raymond Robinson, Vice President/General Manager; Robert Hauptner, National Sales Manager; Craig Lemrow, Marketing Manager; Michael Wood, Sr., Product Specialist; Optical Communications Systems: Mike Cirella, Director; Basil Garabet, Marketing Manager, Optical Communication System
REGIONAL OFFICES: Thornton, CO; Richardson, TX; Garden City, NY; Olathe, KS; Danville, CA; Philadelphia, PA; Matteson, IL
DESCRIPTION: Pirelli Cable North America - Communications Division is an ISO-9001 registered leading supplier of quality fiber optic cables to the U.S. and Canadian communication industries. Loose tube, outside plant cables for aerial, duct or direct buried installations feature 4-216 singlemode and/or multimode fibers. Central loose tube (CLT), self-support figure 8 and 4-96 fiber indoor riser cables are available for special applications. Manufacturing facilities are located in Lexington, SC and Surrey, British Columbia.

Pitt Communications Inc......(905) 428-6068
FAX:.....(905) 427-1964
Unit 1 377 Mackenzie Ave
Ajax, Ontario, Canada
PERSONNEL: Brian Pitt, President; Andy Thang, Engineer; Linda Ross, Sales; John Marshall, General Manager
DESCRIPTION: Manufacturer of specialty headend equipment. Bandpass filters, traps, deletion filters, high-pass and low-pass filters, modulators, security—built to customer’s specifications.

Pitts, T.R. Co......(507) 452-2629
National Wats:.....(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987
PERSONNEL: T.R. Pitts, President
DESCRIPTION: CATV-SMATV materials and supplies, headends, cable, antennas, line and distribution materials and supplies, amplifiers, origination, tools, test and drop equipment and supplies, commercial insertion equipment, marking flags and paint, corrosion inhibitors and many regular and specialty items. Also fiber optic equipment.

PolyPhaser Corporation(702) 782-2511
National Wats:.....(800) 325-7170
FAX:.....(702) 782-4476

PO Box 9000
Minden, NV 89423-9000
PERSONNEL: James J. Renwick, Sales Manager; Bob Wanderer, Applications Engineer
REGIONAL OFFICES: Ken Rand, PO Box 1226, Laurel Lane, High Rock Acres, Black Mountain, NC 28711, (704) 669-4700, FAX (704) 669-0470
DESCRIPTION: Since 1979, PolyPhaser Corporation has provided quality products and engineering solutions to protect communications equipment. Today, the company designs and manufactures more than 2,500 models of patented lightning, grounding and electromagnetic pulse (EMP) protection products. Impulse suppressors are designed for coax (dc to 20GHz), twisted pair (data/telco/DC remotes) and power (AC and DC). In addition to grounding systems and accessories, PolyPhaser offers custom products, consulting services and lightning protection educational seminars, books and videos.

Porta Systems Corp......(516) 364-9300
National Wats:.....(800) 93 PORTA
FAX:.....(516) 682-7760
575 Underhill Boulevard
Syosset, NY 11791
PERSONNEL: Lou Maiolo, Vice President Sales; Bob Auteri, Director Technical Services; Laura Slyk, Technical Service Manager; Chris Layer, Director Product Marketing
REGIONAL OFFICES: Steve Kostiuik, 800 E. Campbell Rd. #199, Dallas, TX 75081 (214) 637-5671; Ralph Bailey, 117 School Street, Bradford, PA 16701, (814) 362-3690; Bob Tucci, 104 Sandcastle, Aliso Viejo, CA 92656, (714) 362-5932
DESCRIPTION: Porta Systems Corp. designs, develops and manufactures total fiber management solutions for CATV networks, including transport of video, data and voice. Key products include a wide range of fiber optic couplers (splitters); wavelength division multiplexers; cable assemblies, including angled polish, splicing, connector, coupler and storage trays, housings and systems; fiber optic line terminators, and fiber optic service drop cables.

Pow-R Devices, Inc......(716) 741-2841
5940 Goodrich Road, Box 245
Clarence Center, NY 14032
PERSONNEL: Lloyd Yoder, President, Sales Manager; Paul Kelly, Vice President
DESCRIPTION: Tool for installing pipe or cable under roadways to eliminate the need for open cutting the roadway.



Power Battery Company, Inc.(201) 523-8630
FAX:.....(201) 523-3023
25 McLean Blvd.
Paterson, NJ 07514-1507

PERSONNEL: W.A. Rasmussen, President; Jack Dean, Executive Vice President; James Rhoades, Vice President of Engineering; Thomas Harlowe, Director of Marketing
REGIONAL OFFICES: 15556 Cottonwood Oval, Middleburg Hts, OH 44130; 2022A South Helena, Aurora, CO 80013; 401 Nell, Longview, TX 75604
DESCRIPTION: Manufacturer of V.R.L.A. batteries specifically designed for standby power supplies in CATV applications. The Power Battery cable sentry series utilizes the AGM (Absorbed Glass Mat) battery technology. These batteries are field tested for proven reliability.

Power & Communication
Contractors Association(703) 823-1555
National Wats:.....(800) 542-7222
FAX:.....(703) 823-5064
6301 Stevenson Avenue
Suite One
Alexandria, VA 22304
PERSONNEL: Mike Strother, Executive Vice President; Jim Hosking, Assistant Executive Vice President; Cynthia Gray, Insurance and Advertising Coordinator; Peruz Manoukian, Safety and Marketing Coordinator
DESCRIPTION: The Power & Communication Contractors Association, founded in 1945, is a national trade association for companies involved in the construction, or supply, of facilities in the fields of: cable television, fiberoptics, telephone and electric power. The organization has three divisions: Cable Television Contractors Council, Telephone Contractors Council and Power Contractors Council. Service programs offered by the association include: safety training, industry marketing data, business insurance coverages, publications and conferences.

Power Guard.....(334) 742-0055
National Wats:.....(800) 288-1507
FAX:.....(334) 742-0058
506 Walker Street
PO Box 2796
Opelika, AL 36801
PERSONNEL: Curt B. Cope, President; Mike W. Springer, Sr. Vice President, Sales; Richard A. Simile, National Sales Manager; John S. Demos, International Sales Manager; Marty deAlminana, International Sales Engineer; Dave Cushman, Broadband Engineer
REGIONAL OFFICES: James B. Poynton, Northeast/Midwest Division Sales Manager; Ernie L. Cope, Southeastern/South Central Division Sales Manager; Matt Arnoldus, Western Division Sales Manager
DESCRIPTION: Power Guard manufactures the Unity Wave™ power unit and a full line of UPS, standby and non-standby power supplies for the broadband and telephone industries. Available in 3, 6, 12 and 15 amp ‘Power by Design’ versions for foreign and domestic use. We also manufacture the Power Cast™ strand mountable power supply and Power Clamp™ crowbar surge protection devices. We distribute telecommunications batteries.

◆ A-Z LISTINGS

Power Technologies Inc.(360) 435-9530
(360) 435-3772
 FAX:.....(360) 435-6078
 18931 59th Ave. NE
 Arlington, WA 98223
 PERSONNEL: Werner Krajicek, President/Sales Manager; Steve Cudnopsky, Chief Technician
 DESCRIPTION: Our product lines include all CATV related power supplies, batteries, uninterruptible power supply, and custom power products for the domestic and international markets. PTI is a medium-sized company which allows the highest degree of attention to be given to all customers and products. We take a very sincere interest in your satisfaction and look forward to providing prompt, reliable and personal service. Service number (360) 435-7012.

Power Technology, Inc.(501) 568-1995
 FAX:.....(501) 568-1994
 7925 Mabelvale Cutoff
 Mabelvale, AR 72103-2297
 PERSONNEL: John D. Webb, Sales Manager; Thomas H. Burgess, President; Keith L. Jackson, Marketing and Contracts; Glenn W. Sullivan, Sales
 DESCRIPTION: Power Technology manufactures portable fiber optic fusion splicers. Compact and lightweight, the fusion splicer is ideal for high quality installation and repair of fiber optic cable at an economical price.

Power & Telephone
 Supply Co.(901) 324-6116
 National Wats:.....(800) 238-7514
 FAX:.....(901) 320-3082
 2673 Yale Avenue
 Memphis, TN 38112-3335
 PERSONNEL: Jim Pentecost, President; Laburn Dye, Senior Vice President Communications Division; Sonny Dickinson, Vice President CATV Division; Derwin Otwell, National Accounts Manager; Dave Boykin, Director of Purchasing
 REGIONAL OFFICES: 530 Interchange Dr. NW, Atlanta, GA 30336; Route 1, Box 2107, Lexington, NC 27292; Route 272, Reamstown, PA 17567; 3107 SW 61st St., Des Moines, IA 50321; 1055 W. Sam Houston Pkwy. N., Suite 110, Houston, TX 77043; 16666 SW 72nd, Building 12, Tigard, OR 97224; 987 Ehlers Road, Neenah, WI 54956; 12314 Bell Ranch Dr., Santa Fe Springs, CA 90670; 4300 L.B. McLeod Rd. Ste B, Orlando, FL 32811
 DESCRIPTION: Full line distributor for cable, amplifiers, meters, taps, strand, hardware, drop material, headends, earth stations and all associated equipment.

PPC
 National Wats:.....(800) 800-6652
 FAX:.....(315) 682-2386
 6176 East Molloy Road
 East Syracuse, NY 13057
 PERSONNEL: Ed Griffin, National Sales Manager; Regional Managers: Mike Huonder, James Mathis, Ed Winchill, Kevin Coldani
 REGIONAL OFFICES: PPC West Coast Distribution Center: 23352 Madero Rd. Suite D, Mission Viejo, CA 92691; PPC (UK) Ltd.,

Butterley Croft, Peasehill Road, Ripley Derbyshire, United Kingdom DES 3QL
 DESCRIPTION: PPC manufactures coaxial connectors for trunk and distribution, 'F' connectors for indoor and outdoor applications, fiber optic connectors, jumpers and a full range of mini traps, negative and positive notch filters in the low, mid, high and super band ranges.

Preferred Services Corp.
 dba Preferred Cable TV Services.....(515) 984-6574
 FAX:.....(515) 984-6577
 PO Box 205
 206 Van Dorn
 Polk City, IA 50226
 PERSONNEL: Kurt Stocker, President; Mari Stocker, Vice President; Ann Chalfant, Accounting Manager; Kim Boughton, Field Staff Manager; Jon Pritchard, Director of Marketing/Human Resources
 REGIONAL OFFICES: East Coast Office; Preferred Cable TV Services, David Moyer, Regional Manager, 307 Depot Road, Harwich, MA 02645
 DESCRIPTION: A customer service oriented cable TV contractor specializing in tap to house services. Installation and wiring personnel are uniformed, properly equipped, company employees and are available for annual or temporary workloads. Installation tasks are 100% complete to system specifications, guaranteed. Preferred guarantees top quality personnel trained by Preferred and tested in installation and safety practices according to standard cable TV installation code. Tap to house services include: SFU, MDU wiring, grounding upgrades, trapping, installations, drop bury, system audit, converter changeout. Company-published installation manual available.

Preformed Line
 Products Company(216) 461-5200
 FAX:.....(216) 442-8816
 PO Box 91129
 Cleveland, OH 44101
 PERSONNEL: Jon R. Ruhlman, President; Jon Barnes, Vice President of Sales, Telecommunications; John Hofstetter, Field Sales Manager; Bob Whapham, Fiber Optic Sales Manager
 DESCRIPTION: Guy-grip dead-ends, splices, false dead-ends, lashwrap connectors and plastic guards for guying and messenger strand construction. Telegrips, custom coaxial dead-ends, teletaps and telescopes for coaxial cables. Dead-ends for figure eight coaxial cables. Fusion splicers, closures and other products for fiber optic systems.

PTL Cable Service, Inc.(407) 747-3647
 FAX:.....(407) 575-4635
 612 N. Orange Ave., D-8
 Jupiter, FL 33458
 PERSONNEL: Paul T. Legris
 DESCRIPTION: Sells reconditioned test equipment for cable TV, MMDS, private CATV, broadcast TV, and other related industries. Products include signal level meters, spectrum analyzers, sweep systems, cable locators, frequency counters, fiber optics, video equipment and much more. Guaranteed to

meet or exceed manufacturers' specifications. Calibration standards traceable to NIST. Also sells used satellite antennas (5-18 meter) (TVRO and uplink).

Qintar Inc.(503) 488-5500
 FAX:.....(503) 488-5567
 700 Jefferson Avenue
 Ashland, OR 97520
 PERSONNEL: Randall Tishkoff, President; Mike Lane, Sales
 DESCRIPTION: Manufactures a full line of 1GHz + 2GHz products including RF switches (including private labeling), amplifiers, splitters, taps, connectors, wall plates, filters and telephone accessories.



Quality Cable & Electronics Inc.(305) 978-8845
 FAX:.....(305) 978-8831
 1950 NW 44th Street
 Pompano Beach, FL 33064
 PERSONNEL: David Green, Sales/Owner; Leon Greenberg, Marketing/Accounting; Steven Korn, Production Manager; Joel Quinones, South and Central American Sales; Mary Ault, Accounts Receivable; Keven Corderio, Brazil Customer Service
 DESCRIPTION: Quality Cable is a full line distributor of both new and used cable TV products with a commitment to personal service and satisfaction regarding price and delivery. We will help you find hard-to-locate products. Markets are both domestic USA and international. Selling drop and installation materials; new and used cable TV converters; DCs, taps, connectors, line passives; transmission equipment, new and used amplifiers, line extenders, power supplies; new and used headend equipment - receivers, VCII, IRDs, modulators, processors; cable, both aluminum and drop; dishes/antennas; traps; and video and telephone accessories.



Quality RF Services Inc.(407) 747-4998
 National Wats:.....(800) 327-9767
 FAX:.....(407) 744-4618
 850 Parkway
 Jupiter, FL 33477
 PERSONNEL: Fred Rogers, President; Chuck Wise, Vice President of Engineering; Ernest Cantelmo, Vice President; Sylvia Rathbone, Sales Manager; Sherwood Hawley, Sales Engineer; Jerry K. Thorne,

Applications Engineer
DESCRIPTION: The pad and equalizer 'kings' and now supplying 750 MHz apartment house and head-end amplifiers. Repair parts and IC hybrids, repair service for amplifiers, processors, modulators, receivers, and level meters, also module upgrades for Jerrold ST and SJ gear. Keep your housing and motherboards and plug in new modules. Other manufacturers also available. Apartment house and head-end amplifiers now available in push-pull, power doubled, quad power and feedforward.

Quazite(615) 986-9726
National Wats:.....(800) 346-3062
State Wats:(800) 346-3062
FAX:.....(615) 986-0585
3621 Industrial Park Drive
Lenoir City, TN 37771
PERSONNEL: John W. Downing, General Manager; Victor J. Buehlman, National Manager
Utility Products
REGIONAL OFFICES: Andy Burgraff, 11501 Dublin Blvd, Suite 200, Dublin, CA 94568 (510) 551-5024; Jim Doyle, 250 South Stemmons, Suite 314, Lewisville, TX 75067 (214) 219-2626; Pete Grice, 200 Valley Road, Suite 306, Mt. Arlington, NJ 07856 (201) 770-1044; Henry Morgran, 1150 E Plant Street, Winter Garden, FL 34787 (407) 877-8847; Tom Welch, 6125 Blue Circle Drive, Minnetonka, MN 55343 (612) 931-1213
DESCRIPTION: Quazite® is a major supplier of underground splice/pull boxes for fiber optic and copper cables. Composolite® polymer concrete boxes are lightweight but strong, with covers rated over 20,000 pounds. Sizes range from 6 inch by 8 inch to 4 feet by 8 feet in varying depths. We also manufacture equipment pads for telephone and CATV equipment.

R. Alan Communications, Inc.....(317) 849-7572
National Wats:.....(800) 367-1450
FAX:.....(317) 849-8317
8440 Allison Pointe Blvd.
Suite 220
Indianapolis, IN 46250
PERSONNEL: Scott Widaman, Vice President of Sales; Brenda Bangel, Regional Account Manager; Jane Voyek, Support
DESCRIPTION: Manufacturer's representative for: Alpha standby, non-standby, and UPS power supplies; Standard Communications satellite receivers, modulators, IRDs and stereo encoders; Tektronix test equipment including signal level meters, spectrum analyzers, sweep systems, TDRs, OTDRs, waveform monitors, vectorscopes, and precision demodulators; Cablecon Connectors.

Racon Inc.....(800) 426-5245 West Coast
National Wats:.....(800) 957-0099 East Coast
FAX:.....(206) 246-9306
12628 Interurban Avenue South
Seattle, WA 98168
PERSONNEL: Daniel Blattman, CEO; Donald Mamula, Sales Manager; Lowell Thompson, East Coast Sales Manager; John Hale, West Coast/International Sales Manager; John Kurlmel,

Programs Manager
DESCRIPTION: Racon manufactures short haul microwave communication systems for video, voice and data transmission. LAN, T-1/E-1 and multiple T-1/E-1 systems are marketed and supported globally.

Radar Engineers(503) 256-3417
9535 NE Colfax St.
Portland, OR 97220
PERSONNEL: Robert Larson, Vice President Sales
DESCRIPTION: Test equipment for tracing cables and locating faults in underground cables. RFI locating equipment.

Radiant Communications
Corporation.....(800) 969-3427
FAX:.....(908) 757-8666
5001 Hadley Road
South Plainfield, NJ 07080
PERSONNEL: Michael Thaw, President; Gary Mikula, General Manager; Dennis Young, Sales Engineer; Lou Nagorsky, Sales Engineer
DESCRIPTION: Fiber optic components and systems. Total fiber optic management systems for CATV applications. Manufacturer of enclosures, splice trays, cable assemblies and distance learning electronics.

Rainbow Satellite
Communications.....(904) 326-8030
FAX:.....(904) 326-8058
PO Box 490395
Leesburg, FL 34749-0395
PERSONNEL: Brian J. Wilkes, President
DESCRIPTION: Manufacturer of multiple beam feeds for satellite antennae utilized in cable systems.

Raychem CATV
Broadband(415) 361-2288
FAX:.....(415) 361-2994
300 Constitution Drive
MS 543/7178
Menlo Park, CA 94025
PERSONNEL: Lynn Chapman, Manager Sales and Marketing
DESCRIPTION: Manufactures EZF and EZ Twist drop connectors, gel and heat shrinkable products for corrosion protection, SoftHeat Radiant antenna de-icing systems, ThermoShield cable repair systems, and FOSC, a fiber optic splice closure.

Red Hawk.....(408) 945-1800
National Wats:.....(800) 989-4295
FAX:.....(408) 945-1396
1411 South Milpitas Boulevard
Milpitas, CA 95035
PERSONNEL: Eldad Matityahu, Director of Sales; Andrew Galli, President
DESCRIPTION: Red Hawk manufactures a large variety of high performance standard and custom fiber optic singlemode and multimode pigtail and jumper assemblies as well as test equipment for CATV, telecommunication, data communication and other applications. Red Hawk is ISO 9003 Quality

Assurance compliant. Red Hawk offers: multimode cable assemblies, singlemode cable assemblies, patch panels, multimode attenuators, custom reeling systems, dual wavelength optical meters and sources, optical video links, termination kits and test boxes.

Reliance Comm/Tec
Reliable Electric Division(708) 455-8010
FAX:.....(708) 451-5516
11333 Addison Street
Franklin Park, IL 60131
PERSONNEL: Dave Becker, Director of Marketing; Tom Potosnak, Product Manager
REGIONAL OFFICES: Eastern Region: 176-A Cude Lane, Madison, TN 37115, (615) 860-7500, FAX (615) 860-7515; Atlantic Region: 2605 Cabover Drive, #1, Hanover, MD 21076, (410) 761-9413, FAX (410) 768-2745; Midwest Region: 245 W. Roosevelt Road, Building 8 Unit 52, West Chicago, IL 60185, (708) 876-0130, FAX (708) 231-4570; Mountain West Region: 143 Union Blvd., #210, Lakewood, CO 80228, (303) 890-1700, FAX (303) 763-5939; Northeast Region: 429-B Hayden Station Road, Windsor, CT 06095, (203) 298-9000, FAX (203) 298-8996; Southeast Region: 1000 Miller Ct. West, Norcross, GA 30071, (404) 449-0840, FAX (404) 449-1061; Southwest Region: 1340 Post & Paddock #100, Grand Prairie, TX 75050, (214) 641-6664, FAX (214) 606-1849; Pacific West Region: 2680 Bishop Drive, #130, San Ramon, CA 94583, (510) 277-3860, FAX (510) 277-3867; CATV/PVT NET/MIL-GOV'T: 5875 Landerbrook Drive, #250, Cleveland, OH 44124, (216) 266-5319, FAX (216) 266-5390
DESCRIPTION: Reliance Comm/Tec, a manufacturer of CATV and fiber optic products, offers the industry the widest range of outdoor enclosures, including metallic and non-metallic 360° access amplifier housings, pedestals, MDUs, upright and low profile node housings for hybrid fiber/coax network architectures. Most recently, Reliance Comm/Tec introduced Slamlock™, the first true self-locking mechanism for MDUs, pedestals and amplifier housings in the industry.

RF Networks, Inc.(602) 861-3652
FAX:.....(602) 861-0251
1943 W. North Lane, Unit 6
Phoenix, AZ 85021
PERSONNEL: Rich Formeister, President; Paul Eastman, Marketing
DESCRIPTION: RF Networks manufactures high speed data modems for AM fiber and coaxial cable systems. The Model 5450 is a point-to-point broadband modem, frequency agile to 400 MHz. Used with standard remote bridges/routers, LAN interconnect becomes possible over miles of AM fiber optic cable. The Model 8023 is an improved version of Ethernet over Broadband modem with frequency agile channel selection. The Model 8023 is fully interoperable with all IEEE 802.3 10Broad36 modems.

RF Technologies(516) 467-5080
National Wats:.....(800) 678-2122
FAX:.....(516) 467-5394
4250 Veteran's Memorial Highway

◆ A-Z LISTINGS

Suite 290E

Holbrook, NY 11741

PERSONNEL: Richard Fevola, President; Victoria Braband, Office Manager

DESCRIPTION: Manufacturer's representative serving New York and New England for over a decade, featuring Alpha Power Supplies, Tektronix Test Equipment, Standard Communications Satellite Receivers, and FONS Security Enclosures. We have offices located in both New York and New England providing technical training and service.

Ripley Company

Cablematic Division.....(203) 635-2200

National Wats:.....(800) 528-8665

FAX:.....(203) 635-3631

46 Nooks Hill Road

Cromwell, CT 06416

PERSONNEL: Kenneth MacCormac, President; Diane Furst, Customer Service and Sales; Rick Salvias, Sales Manager; Chris Haelsen, Marketing Manager

DESCRIPTION: Designs and manufactures high quality tools for preparing CATV cables for splicing and termination. Among the products manufactured are hex crimp tools, Raychem EZF® assembly tool, combination coring and stripping tools, jacket stripping tools, drop cable trimmers, conductor cleaners, F-connector insertion tools, cable duct cutter and fiber optic tools.

Riser-Bond Instruments(402) 466-0933

National Wats:.....(800) 688-8377

FAX:.....(402) 466-0967

5101 N 57th Street

Lincoln, NE 68507-3141

PERSONNEL: Marshall Borchert, President; Jennie Borchert, Director of Operations; Duff Campbell, Vice President Sales/Marketing; Greg Hackbart, National Sales Manager; Doug Hartzell, Vice President, Engineering; Deb Nissen, Regional Sales Manager

REGIONAL OFFICES: P.O. Box 188, Aurora, NE 68818-0188, (402) 694-5201, WATS (800) 876-1161, FAX (402) 694-2386

DESCRIPTION: Riser-Bond Instruments is a manufacturer of electronic cable test equipment, specializing in the design of time domain reflectometers and cable identifiers. All models are designed for coaxial, twisted pair, or any metallic, two conductor cable. These instruments will help install, document, and maintain virtually all types of cabling systems. High tech design and innovative engineering result in compact, lightweight, field portable instruments at affordable prices.

RMS Electronics, Inc.(201) 601-9191

National Wats:.....(800) 223-8312

FAX:.....(201) 601-0011

41 - 51 Hartz Way

Secaucus, NJ 07094

PERSONNEL: Gary Napolitano, President; Fred Mucciardi, Executive Vice President; Bernadette Bishop, Controller; Bob Sabre, National Sales Manager

DESCRIPTION: RMS is a leading

manufacturing/supplier of passive electronic devices for CATV. Products include: taps, trunk line splitters and directional couplers, power supplies, house splitters and couplers, connectors, filters, transformers, security products, headend equipment, cable, installation supplies and pedestals.

RMT Engineering Inc.(916) 366-3240

National Wats:.....(800) 228-0633

FAX:.....(916) 366-3240

9779 Business Park Dr. Ste I

Sacramento, CA 95827

PERSONNEL: Richard McLean, President; Anna Cruz, Vice President; Ed Manley, Vice President of Sales & Marketing; Robert Thompson, Operations Manager

DESCRIPTION: Sales of new, refurbished and repair all major CATV, SMATV equipment.

Distribute: Jerrold, California Amplifier, Gilbert, Comm/Scope, Blonder Tongue, Pico Macom, Pico Products, Cable/Con.

Rocky Mountain

Fiber Plus, Inc.(303) 621-2820

FAX:.....(303) 621-2544

33555 County Road #37, PO Box 452

Kiowa, CO 80117

PERSONNEL: Jesse Hill, President; Gene Cabral, Chairman; Denise Serres, Secretary/Treasurer; Doug Leigh, Director of Construction; David Knepp, Director of Construction; Justin Hill, Design Coordinator

DESCRIPTION: Rocky Mountain Fiber Plus, Inc. is a full service fiber, coaxial and engineering company. We have efficiently managed and coordinated system construction of aerial and underground systems in over 40 states and the Caribbean Basin.

Please contact us to discuss any of your current or future plans.

Rocky Mountain

Jumper Cables(406) 458-6563

FAX:.....(406) 458-6563

PO Box 9707

Helena, MT 59604

PERSONNEL: Joe Cote, Owner

DESCRIPTION: Rocky Mountain Jumper Cables is engaged in the business of manufacturing custom made cable assemblies with emphasis on quality assemblies and superior customer service. We understand the need for quality assemblies. All of our associates have experience in CATV, either in customer service, installation or management, with the owner having over 25 years of service to the CATV industry. To prove our commitment to quality, all our jumpers are warranted for manufacturing defects.

Rhode & Schwarz, Inc.(301) 459-8800

FAX:.....(301) 459-2810

4425 Nicole Drive

Lanham, MD 20706

PERSONNEL: D. Stephenson, President; R. Gruber, Sales Manager

REGIONAL OFFICES:

DESCRIPTION: Manufactures spectrum analyzers, modulation analyzers, audio and video analyzers, synthesizers, TV and CATV demodulators and receivers, monitoring receivers, precision stereo coders and decoders, 4PSK modulators, CATV measurement systems.



RTK Corporation(908) 665-0133

FAX:.....(908) 665-0990

120 Floral Avenue

New Providence, NJ 07974

PERSONNEL: Roy D. Tartaglia, Chairman, CEO; Richard A. Thomas, COO; James MacGeorge, President

DESCRIPTION: Installation services: full/modified turnkey residential and commercial installations, audits, rebuilds, converter changeouts and upgrades; MDU pre- and post-wiring, survey and design.

Rycom Instruments, Inc.(816) 353-2100

National Wats:.....(800) 851-7347

FAX:.....(816) 353-5050

9351 E. 59th Street

Raytown, MO 64133

PERSONNEL: Bob Schultz, Sales and Marketing Manager; Kirby Snider, OSP Sales Manager; Dale Luetjen, Sales Administrator; Diana Ash, Inside Sales Representative

DESCRIPTION: Cable and pipe locators, buried cable fault locators, frequency selective level meters, fiber optic tracing systems, fiber optic test equipment.

S.B.M. Communications(616) 345-0109

FAX:.....(616) 383-1689

2609 S. Burdick

Kalamazoo, MI 49007

PERSONNEL: Earl Drake, President; Roy Ingram, Engineering; George Henderson, Engineering

DESCRIPTION: S.B.M. provides system splicing, radiation checks, LANs, system sweeps, activations and proofs, system engineering-fiber optics. System troubleshooting and service calls. Consulting services. FCC proofs of performance.

S.I. TECH.....(708) 232-8640

FAX:.....(708) 232-8677

P.O. Box 609

Geneva, IL 60134

PERSONNEL: George Hain, National Sales Manager; Ramesh Sheth, President

DESCRIPTION: Manufacturer of fiber optic modems, multiplexers, local area networks, video/audio, short haul modems, passive hubs, fiber optic jumper cables, metallic data cables and fiber optic accessories.

Sabre Communications Corp.(712) 258-6690
 FAX:.....(712) 258-8250
 PO Box 536
 Sioux City, IA 51102
 PERSONNEL: D. Bailey Aalfs, President; James Mack, Vice President
 DESCRIPTION: Diversified designer and manufacturer of guyed and self supporting towers for commercial, government, and military, as well as high frequency antenna systems. Antenna, tower/support structures, installation services, microwave services, mobile towers, mounts/mounting equipment towers, sites services, tower lights. Vertically adjustable mounting system.

Sachs Communications Inc.(404) 382-4114
 National Wats:.....(800) 829-7224
 FAX:.....(404) 386-5482
 211 Stonewall St.
 Cartersville, GA 30120
 PERSONNEL: Jack Sachs, President; Dick Sindelcker, Director of Sales; Kay Ahr, Branch Operations Manager; Rich Billa, Western Outside Plant Specialist; Stoney Connor, Southeastern Outside Plant Specialist
 REGIONAL OFFICES: 745 Avoca Ave, Dorval, Quebec H9P 1G4 (514) 636-6560, (800) 267-2247, Fax (514) 636-0794; Sam Zilber, Inside Sales Manager; Jack Sachs, President; Le Dinh-Vu, Sales Engineer; Joelle Kessous, Customer Service Representative; Milton Ulua, Sales Representative for Latin America
 DESCRIPTION: Manufacturer of innovative, high quality hardware products for the construction and installation of telephone, cable TV, electric utility and other telecommunications plant. Products include manhole, suspension, attachment, plus approved grounding hardware and specialty tools for underground, pole line, drop line, and multiple dwelling applications. All products meet the highest specifications; ASTM and CSA for hot-dip and mechanical galvanic plating, UL and CSA for grounding and bonding. Value-added services include material management, single-point sourcing, custom product design and installation training.

Sadelco, Inc.(201) 569-3323
 National Wats:.....(800) 569-6299
 FAX:.....(201) 569-6285
 75 W. Forest Ave.
 Englewood, NJ 07631
 PERSONNEL: H. Sadel, President; L. Kaplan, Vice President/General Manager; S. Svec, Vice President, Operational Manager
 DESCRIPTION: Manufactures a full range of signal level meters from 4.5 MHz to 1000 MHz. New Max Series features data recording, automated testing and optional built in leakage detector; Minimax handheld meters can tune from 5-812 MHz. Also available: 1 GHz noise generator for calibration.

Sadelco R&D Company.....(805) 682-3341
 FAX:.....(805) 682-3341
 452 Foxen Drive
 Santa Barbara, CA 93105

PERSONNEL: Joe Sadel, President; Jessie Sadel, Vice President
 DESCRIPTION: Manufacturer of signal level meters and white noise generator. Also, makes lowest priced fiber optic meter and source.



Sage Instruments(408) 761-1000
FAX:.....(408) 761-1008
 240 Airport Boulevard
 Freedom, CA 95019
 PERSONNEL: Brett MacKinnon, President; Tom Fisher, Operations Director; Dave Morris, Engineering Director; Jim Barber, Marketing Director; Murray Macdonald, National Sales Manager
 REGIONAL OFFICES: West: Don Lancaster, (209) 836-1515; Midwest: Dave Gibbs, (708) 854-8764; Southwest: Mike Covington, (903) 476-5505; East: Carl Goldschmidt, (609) 232-7191
 DESCRIPTION: Manufacturer of test equipment and systems for the telecommunications and cellular markets. Products include portable test sets, responders, dual DS-1 monitor, software packages to automate testing for telecommunications and cellular systems.

Sawtre Electronics, Inc.....(214) 240-5452
 National Wats:.....(800) 749-5452
 4230 Rosehill
 Suite L5
 Garland, TX 75043
 PERSONNEL: Steve Whitaker, Vice President and General Manager
 REGIONAL OFFICES: Judy Duke, Regional Manager, 51 South Sixteenth Avenue, Beech Grove, IN 46107, (317) 889-2100
 DESCRIPTION: All types of equipment repaired by specialists trained in headend, line and test equipment repair. Quality equipment upgrades available. VideoCipher® repairs take less than 5 days! All work is fully warranted for 90 days. Nineteen years of providing quality repair service to the CATV, SMATV, LAN and TVRO industries.

Scala Electronic Corp.....(503) 779-6500
 FAX:.....(503) 779-3991
 PO Box 4580
 Medford, OR 97501
 PERSONNEL: Ellis Feinstein, President; Dan Fowler, Marketing Manager; Michael Bach and Gary Wilson, Applications Engineers
 DESCRIPTION: For more than 30 years Scala antennas have earned a reputation for high performance and long-term reliability in CATV systems in every type of environment ranging from arctic to tropical marine. Careful electrical and mechanical design, conservative specifications and consistent quality control assure you of maximum value for your antenna dollar.

Schenck Construction.....(360) 668-1300
 FAX:.....(360) 668-1400
 8602 Maltby Rd.
 PO Box 1530
 Woodinville, WA 98072
 PERSONNEL: Edward A. Schenck, President; Bud Longnecker, Vice President/Aerial; Imel L. Wheat, Jr., Vice President/Underground
 REGIONAL OFFICES: Oregon City, OR; Turlock, CA; Denver, CO
 DESCRIPTION: Aerial and underground cable TV construction, power and telephone construction; turnkey, fiber optic construction.



Scientific-Atlanta, Inc.
Broadband Communications Group ..(800) 433-6222
 4261 Communications Drive
 Norcross, GA 30093
 PERSONNEL: Jay Levergood, Senior Vice President and President, Broadband Communications Group; Robert McIntyre, President, Subscriber Systems Division, Broadband Communications Group; Larry Enterline, President, International Division, Broadband Communications Group; Pat Tylka, President, North American Sales Division, Broadband Communications Group
 REGIONAL OFFICES: 5555 Oakbrook Parkway, Suite 100, Norcross, GA 30093; 61 Inverness Drive East, Suite 100, Englewood, CO 80112; 400 Lanidex Plaza, Parsippany, NJ 07054; 6550 North Illinois, Suite 212, Fairview Heights, IL 62208; 140 Wood Road, Braintree, MA 02184; 920 Hampshire Road, Suite A28, Westlake, CA 91361; 111 Deerwood Road, Suite 100, San Ramon, CA 94583; 300 Cherringtonwood Corp. Center, Executive Suites, Moon Township, PA 15108
 DESCRIPTION: Complete line of cable TV equipment including digital video compression systems, earth stations, headend electronics, RF distribution equipment, fiber optic electronics, taps and passives, status monitoring systems, addressable set-top terminals, addressable interdiction systems, digital audio systems and system management hardware and software.

Scott Cable Communications, Inc.(516) 694-7157
 FAX:.....(516) 694-5174
 PO Box 562
 Farmingdale, NY 11735
 PERSONNEL: Vivian Leykamm, President; Robert L. Ballas Jr., Vice President Operations
 DESCRIPTION: National full line distributor of cable TV equipment. Aerial and underground hardware, drop material, tools and safety equipment, connectors and cable. Fiber optic cable, connectors and test equipment. With minority certification.

◆ A-Z LISTINGS



SeaChange Technology, Inc.(508) 287-4499
FAX:(508) 287-4099

Damonmill Square

Concord, MA 01742

PERSONNEL: Bill Styslinger, President; Ed

Delaney, Vice President Sales & Marketing; Ed

McGrath, Vice President Engineering; Beat Marti,

Vice President Service

REGIONAL OFFICES: Burlingame, CA; Fairfield, CT; Baltimore, MD

DESCRIPTION: SeaChange Technology of

Conford, MA is the cable industry's leading supplier of digital advertisement insertion systems. The SeaChange System allows cable ad operations to utilize standardized distributed computing, video compression and data networking techniques to automate the distribution and management of their national, regional and local spot business.

Seastar Optics Inc.(604) 656-0891

FAX:(604) 655-3435

P.O. Box 2219

Sidney, BC Canada V8L 3S8

DESCRIPTION: Established source of fiber optic components in connector, pigtail and module configurations. Not only do we deliver volume quantities for AIM/SONET, fiber channel, digital services, CATV and sensor applications. Widely recognized for our ability to respond to difficult packaging assignments with innovative, cost-effective solutions. Connectors include singlemode and multimode with ST, FC, or SC barrels. Wavelengths: 635-685, 770-860, and 1300-1550nm. Proprietary alignment is with high repeatability and temperature stability. Pigtails are singlemode and multimode. Wavelengths are 635-1650nm with polarization-maintaining fibers and optical isolators. Cooled modules are any pigtail configuration with thermoelectric coolers. Fiber grating stabilization of 980nm pump modules included.

SENCORE

Sencore(605) 339-0100

National Wats:(800) SENCORE

FAX:(605) 339-0317

3200 Sencore Drive

Sioux Falls, SD 57107

PERSONNEL: Doug Bowden, Vice President; Dave

Hilbrands, National Sales Manager; Jack Webb,

Cable/Broadcast Manager; Jim Fruit, Area Sales

Representative; Dave Olps, Area Sales

Representative; Ray Blair, Area Sales

Representative

DESCRIPTION: Sencore designs, manufactures and markets a full line of field strength meters and video analyzers designed to meet your troubleshooting and testing needs.

SIECOR

Siecor Corporation(704) 327-5000

FAX:(704) 327-5488

P.O. Box 489

Hickory, NC 28603-0489

PERSONNEL: Joseph D. Hicks, President and

CEO; Michael R. Amicone, Vice President and

Director of Marketing; Sanford Lyons, Sales

Manager; Steve Karaffa, Sales

DESCRIPTION: Siecor Corporation manufactures fiber optic cable for duct, buried or aerial applications. Also supplies fusion and mechanical splicing products, fiber optic test equipment, interconnect and splicing hardware, connectors, and cable assemblies. Recognized as a source for SCTE BCT/E recertification units. Training courses also are information source to prepare for the fiber optics portion of the SCTE BCT/E Category III exam. Provides engineering services.

Siemens Stromberg-Carlson(407) 955-6054

FAX:(407) 955-8351

900 Broken Sound Parkway

Boca Raton, FL 33487

PERSONNEL: Anton Hasholzner, President and

CEO; Helmut Kroeller, Senior Vice President of

Finance and CFO; Van Cullens, Senior Vice

President of Marketing and Business Development;

Fred Fromm, Senior Vice President of Sales; Joseph

Sullivan, Senior Vice President of Research and

Development

REGIONAL OFFICES: 5300 Oakbrook Pkwy.,

Suite 300, Norcross, GA 30093; 10525 NW

Ambassador Drive, Suite 300, Kansas City, MO

64153; 511 E. John Carpenter Fwy., Suite 450,

Irving, TX 75062; 2800 Higgins Road, Suite 895,

Hoffman Estates, IL 60195; 10700 Parkridge Blvd.,

Suite 180, Reston, VA 22090; 400 Rinehard Rd.,

Lake Mary, FL 32746

DESCRIPTION: Siemens Stromberg-Carlson is a leading supplier of advanced telecommunications switching equipment to the Bell Operating Companies, independent telephone companies and interexchange carriers. Serving the United States telephone industry for 100 years, the company designs, develops and manufactures digital central office switching systems, broadband switching systems, packet switching systems and transmission equipment.

Signal Vision Inc.(714) 586-3196

FAX:(714) 586-3952

27002 Vista Terrace

Lake Forest, CA 92630

PERSONNEL: Neil Phillips, President; Curtis

Wood, Purchasing Manager; Gary Adams,

Marketing

DESCRIPTION: Manufacturer of CATV directional taps, subscriber amplifiers and passives; distributor of underground construction products, drop hardware, connectors, fittings, Trilogy cable, security boxes, shrink tubing, Lindsay amplifiers and passive products, molding, pedestals, flush-to-ground vaults, installation materials, cable in conduit, PVC conduit.

Simon-Telelect Inc.(605) 882-4000

FAX:(602) 882-1842

600 Oakwood Road

Watertown, SD 57201

PERSONNEL: Darin D. Latt, Manager, Marketing

Services

DESCRIPTION: Full line of telescopic, overcenter and non-overcenter aerial lifts, including both personnel and material handling units. Many models specifically designed to meet the special requirements of the cable TV industry.

Simplicity Tool Corporation(503) 253-2000

FAX:(503) 253-2009

10330 N.E. Marx Street

PO Box 20456

Portland, OR 97220

PERSONNEL: Gustave Berliner, President

DESCRIPTION: CATV and MATV antennas, CLI dipoles.

SMI(914) 353-1700

FAX:(914) 353-7833

630 Route 303

Blauvelt, NY 10913

PERSONNEL: Barry Speller, Production Manager;

Allan Newcomb, Applications Engineer

REGIONAL OFFICES: Terry Goto, Elk Grove

Village, IL (708) 228-0090, FAX (708) 228-0695;

Eric Kawakami, 184 Prescott Street, Worcester,

MA (508) 799-9809, FAX (508) 798-0708; David

Tsukamoto, 12811 Sunshine Avenue, Santa Fe

Springs, CA (310) 946-7681, FAX (310) 944-1303

DESCRIPTION: Contract manufacturing, mechanical assembly, precision and production machining of RF enclosures, aluminum housing and covers, filter enclosures, fiber optic components, connectors, microwave components, telecommunications hardware, heatsinks, antenna components, housings and covers for switches, amplifiers, oscillators, mixers, scanners, attenuators, phase shifters, vector modulators, etc.

Society of Cable

Telecommunications Engineers(610) 363-6888

FAX:(610) 363-5898

669 Exton Commons

Exton, PA 19341

PERSONNEL: William Riker, President; Ralph

Haimowitz, Director of Training; Marvin Nelson,

Director of Certification; Anna Riker, Manager,

Special Projects; Howard Whitman, Manager,

Editorial and Promotion; Patricia Zelenka, Manager,

Membership Services; Rick Bechtel, Manager, Chapter Development
DESCRIPTION: National organization devoted to the training and education of the broadband industry's technical personnel. Training opportunities offered by SCTE include Cable-Tec Expo (annual conference), regional technical seminars, local training seminars (through SCTE's 74 chapters and meeting groups); monthly Satellite Tele-Seminar Program (monthly videotaped training programs), BCT/E (Broadband Communications Technician/Engineer) and Installer Certification programs, over 200 technical publications and videotapes.

Soltec Corporation(818) 365-0800
FAX:(818) 365-7839
12977 Arroyo Street
San Fernando, CA 91340
PERSONNEL: Byron G. McIntire, G. Hayden Elliott, Nancy Bakios-Daines
DESCRIPTION: Soltec offers a full line of fiber optic products including LEDs, photodiodes and optical modems. Soltec also handles a complete line of signal generators and spectrum analyzers in addition to the exhaustive line of test and measurement instrumentation.

Sparks Equipment Co.....(209) 245-6946
National Wats:.....(800) 95-SPARKS
FAX:(209) 245-4531
PO Box 413
Plymouth, CA 95669
PERSONNEL: Don Sparks, Owner
DESCRIPTION: Complete coverage of power generating equipment inverters, dynamotors, portable generators, standby generators, prime power generators, battery operated standby (5 ms transfer) UPS (uninterruptible power supply). No transfer.

SPECTRUM

Spectrum(817) 267-2288
National Wats:.....(800) 628-0088
FAX:(817) 354-8445
803 Forest Ridge
Suite 108
Bedford, TX 76022
PERSONNEL: Doug Sherar, President/Sales Manager; James Gore, Sales Representative; Russ Pease, Sales Representative; Brad Salerno, Sales Representative
DESCRIPTION: Full line CATV supplier. Including headend/distribution electronics, drop material, test equipment, audio/video, commercial insertion, automated playback equipment and photo advertising.

Sperber Communications(908) 272-5337
FAX:(908) 276-0015
28 Fairfield Ave.
Cranford, NJ 07016
PERSONNEL: Martin Sperber
DESCRIPTION: Sperber Communications is a consulting firm with a proven track record in operations management, technical innovations, computer models/forecasting. SC maintains its expertise in areas including: data/television communications systems design, product evaluation, FCC regulatory matters, expert witness, scrambling systems, theft of service, market research and productivity analysis.



Sprint/North Supply(913) 791-7000
National Wats:.....(800) 639-2288
FAX:(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031
PERSONNEL: William G. Obermayer, President; LaMont Eanes, Vice President; Steven Locke, Vice President; Wendell Woody, CATV Sales; Janet Burton, CATV Marketing
DESCRIPTION: Sprint/North Supply is a leading nationwide provider of integrated solutions for voice, data, videoconferencing and cable television product needs through its 10 strategically located distribution centers. The company offers more than 30,000 products and represents over 1,200 manufacturers. Sprint/North Supply offers customers leasing programs, customized distribution services and turnkey solutions, EDI and the services of a dedicated marketing group.

SR Telecom Inc.....(514) 335-1210
FAX:(514) 334-7783
8150 Trans Canada Highway
St. Laurent, Quebec, Canada H4S 1M5
PERSONNEL: Ingvar Svanberg, Ron Couchman, Mike Morris, Doug Ross, Ian Grier
REGIONAL OFFICES: SR Telecom Tunisia (Tunis); SRT de Mexico (Otumba); SR Telecom Nairobi (Kenya); SR Telecom Thailand (Bangkok); SR Telecom Florida (Plantation); SR Telecom Beijing (China); SR Telecom Sweden; SR Telecom Philippines
DESCRIPTION: A world leader in rural telephony, SR Telecom Inc. designs and manufactures cost efficient, reliable, digital, solar powered telephone service (voice, data, SCADA, slow-scan video), microwave subscriber radio systems for use by both public and private telecommunications network operators, oil and power companies and private industries worldwide.



Standard Communications
Satellite & Broadband
Products Division(310) 532-5300
National Wats:.....(800) 745-2445
FAX:(310) 532-0397
.....(800) 722-2329
PO Box 92151
Los Angeles, CA 90009
PERSONNEL: R. Mason Truluck, Vice President and Director; Warren Davis, Director of Technology; Clayton Dore, Director of Sales & Marketing; Karen Martinez, Senior Sales Administrator; Donald Vanderweit, Western Region Sales Manager; Martin Bradford, Product Support Specialist
REGIONAL OFFICES: 41 Industrial Parkway South, Units 5 & 6, Aurora, Ontario, Canada L4G 3Y5, (905) 841-7557, (800) 638-4741, FAX (905) 841-3693, Norman Duncan, Operations Manager, John E. Waling, Sales Manager
DESCRIPTION: A leading manufacturer of rebroadcast quality satellite reception and broadband RF distribution equipment for the cable TV industry. Standard Communications is the rebuild and upgrade specialist offering a complete line of CATV headend products including: satellite receivers, frequency agile modulators, integrated receiver descramblers (IRDs), agile demodulators, agile processors and BTSC stereo generators.

Standard Truck
& Equipment Co.(404) 622-4461
National Wats:.....(800) 241-9357
FAX:(800) 243-9357
1155 Hill St. SE
Atlanta, GA 30315
PERSONNEL: Jack Taffel, President; Harvey Taffel, Partner/Service Manager; Sharon Taffel, Sales Manager/Admin.
DESCRIPTION: Large selection of aerial bucket trucks geared for CATV/crane trucks/derrick diggers. Reel arm trucks.

Starplex Inc.(504) 345-6787
FAX:(504) 345-6787
1912 Falcon
Hanley Hills, MO 63133
PERSONNEL: Steve Wollmerhauser, President; David Mundy, Vice President/Treasurer
DESCRIPTION: Ghost-Buster Filters (cures direct-pick-up in cable ready TVs). Also, we manufacture standard jumper wires (RG-6/59) in various lengths. Both products made in U.S.A.

Stellar Industries, Inc.(515) 923-3741
National Wats:.....(800) 392-3015
FAX:(515) 923-2812
280 West 3rd St.
Garner, IA 50438

◆ A-Z LISTINGS

PERSONNEL: Tom Formanek, National Sales Manager; David Zrostlik, Vice President, Sales & Marketing
DESCRIPTION: Manufacturer of air compressing equipment and trucks with cranes.

Stern Telecommunications Corporation.....(212) 777-2350
 FAX:.....(212) 777-3069
 928 Broadway, Suite 1001
 New York, NY 10010-6008
PERSONNEL: Joseph L. Stern, President
DESCRIPTION: An engineering, consulting and development organization providing innovative and cost-effective application engineering in cable television, data transmission, telephony and electronics. Services offered include operational studies, expert witness, equipment evaluation, product planning, system design and development and venture analysis.

Storage Concepts, Inc.(714) 852-8511
 National Wats:.....(800) 525-9217
 FAX:.....(714) 557-5064
 2652 McGaw Avenue
 Irvine, CA 92714
PERSONNEL: James Lizzio, President; Martin Bock, Vice President Sales; Ken Pfeiffer, Digital Video Program Manager; Duane Terry, Director of Manufacturing
REGIONAL OFFICES: 2 Whitmore Drive, Litchfield, NH 03051; Lancaster Court, Coronation Road, High Wycombe, Bucks England HP12 3TD
DESCRIPTION: Storage Concepts, Inc. designs, manufactures and markets high-performance, real-time storage systems based on Redundant Arrays of Independent Disks (RAID) technology. The company is a leader in enhancing basic RAID technology so that it can replace significantly more expensive alternative technologies in performance digital video and mission-critical applications that demand reliable, continuous real-time data transfers. Storage Concepts' real-time RAID systems are designed for multi-gigabyte mass storage environments in which standard disks peripherals cannot perform with the required speed and accuracy. Typical applications include: video-on-demand, digital video servers, supercomputing; image processing; and specialized government/military applications for file servers and general purpose data processing.

Storm Products,
 Advanced Technology Group(708) 323-9121
 National Wats:.....(800) 247-8676
 FAX:.....(708) 323-9398
 116 Shore Drive
 Hinsdale, IL 60521
PERSONNEL: Brian Holland, General Manager; Bob Barrath, Sales Manager; Mark Kotilinek, Manufacturing Manager; Margaret Vondra, Marketing Manager
DESCRIPTION: Manufacturers of fiber optic, electronic, microwave and radio frequency cables (DC to 40 GHz), assemblies and devices. All cables are specially designed to maximize performance characteristics while controlling costs. Fiber optic inter-

connect products include: adaptors, low back reflection attenuators, jumpers, pigtailed and line simulators. Areas of expertise include: satellite communications/navigation (GPS, VSAT), cellular/PCS, IVHS, mobile communications, direction-finding radar for civilian use and spread-spectrum communications for commercial applications, wireless local-area networks (WLANS), wide-area networks (WANS).



StraightLine Manufacturing, Inc.(316) 283-5511
National Wats:.....(800) 654-3484
 1450 S. Spencer Road
 P.O. Box 388
 Newton, KS 67114
PERSONNEL: Dale Jones, Sales Manager; Dave Steadman, Sales Coordinator; Steve Fry, Customer Service
DESCRIPTION: StraightLine manufactures the DirectLine™ series of horizontal directional drills capable of short 100' or less to 1,000' continuous bores and pullbacks of telephone and fiber optic cable. This methodology is becoming the standard when involved in street and highway crossings, environmentally sensitive areas, or landscaped areas. Surface disruption is nominal. Restoration costs are non-existent.

Strata Communications(507) 452-2629
 PO Box 802
 458 W. Sandborn St.
 Winona, MN 55987
PERSONNEL: Thomas R. Pitts, President
DESCRIPTION: Manufactures commercial insertion equipment that automatically inserts local commercials on satellite channels that permit local advertisements! ROS-upgradeable, simple operation, low cost.

Sumitomo Electric
 Lightwave Corp.....(919) 541-8100
 National Wats:.....(800) 358-7378
 FAX:.....(919) 541-8265
 78 Alexander Drive
 PO Box 13445
 Research Triangle Park, NC 27709
PERSONNEL: Hiroaki Horima, President; Robert Swirbul, Executive Vice President; Larry Corsello, Vice President; Fred McDuffee, Director Product Management, FO Cables; Scott Robbins, Manager, Fusion Splicer Products; David Braga, Product Manager, Connector and Cable Assembly Products
REGIONAL OFFICES: Wayne Holbrook, Major Accounts Manager, 1157 Patriot Lane, Cary, IL 60013 (708) 516-8428; Pat Martin, Major Accounts Manager, 6457 S. Jackson St., Littleton, CO 80121 (303) 220-1111; Dan Cloud, Regional Sales Manager, 2345 Rose Walk Drive, Alpharetta, GA

30202, (404) 886-1634; Barrett Mills, Account Manager, 1800 Spiny Ridge Ct., Raleigh, NC 27612 (919) 846-6242.
DESCRIPTION: Manufacturer of fiber optic cables and related products, fusion splicing instruments, optical connectors, cable assemblies for connecting fibers, opto-electronic products for data transmission, analog and digital optical video transmission equipment and Air Blown Fiber cabling systems.



Sunset Enterprises, Inc.(609) 478-6741
National Wats:.....(800) 900-9879
FAX:.....(609) 478-0516
 P.O. Box 135
 Ewan, NJ 08025
PERSONNEL: Tina Furman, President; Bruce Furman, Vice President
DESCRIPTION: Sunset Enterprises is a certified woman's business enterprise. National distributor of cable TV and telephone equipment. Drop and installation products, tools, safety equipment, grounding material, connectors, heat shrink, telephone wire and accessories. Sunset stands for service.



Superior Electronics Group, Inc.(813) 756-6000
FAX:.....(813) 758-3800
 6432 Parkland Drive
 Sarasota, FL 34243
PERSONNEL: Brett Price, Vice President of Operations; Gordon Greenfield, Director of Marketing; Jim Schulz, Director of Technical Services
DESCRIPTION: The Cheetah System™, manufactured by Superior Electronics Group, is an integrated network management system that provides full status monitoring and automated FCC Proof-of-Performance testing. Cheetah™ monitors CATV headends, fiber nodes, power supplies, amplifiers and end-of-lines.

Superior Metal
 Products Inc.....(206) 455-9159
 FAX:.....(206) 453-1182
 2110 116th Avenue N.E.
 Bellevue, WA 98004
PERSONNEL: H. Joseph Bookter, President; Raymond M. Bookter, Vice President; Vicky Gilliam, Sales and Marketing Manager

DESCRIPTION: Superior Metal Products, Inc. offers a complete line of wall-mounted high security enclosures, pedestals, cabinets and flush-to-ground encapsulating vaults; plus brackets, stakes, mounting hardware, and locking systems. Custom design capabilities to meet your individual requirements.

Swid Sales Corp.(708) 205-9191
FAX:(312) 478-2444
P.O. Box 582
Northbrook, IL 60065
PERSONNEL: Marty Swid, President
DESCRIPTION: Swid Sales Corp. was founded in February, 1991. It markets a full line of batteries, including the Delco maintenance-free CATV-27, sealed-lead rechargeable, and gel type batteries.

Synchronous
Communications.....(408) 362-4800
FAX:(408) 362-4826
77 Las Colinas Lane
San Jose, CA 95119
PERSONNEL: Vincent R. Borelli, CEO; Albert R. Johnson, President; Robert F. Scott, Vice President, Sales, Eastern Region; Michael Oleksyn, Sales Engineer; Dennis Donnelly, Manager Customer Relations
DESCRIPTION: Manufacturers of VSB-AM optical transmission links at both 1310 and 1550 nm. These products include a 1 GHz capable EMS-1550 externally modulated system. Other products include optical amplifiers for use with the EMS-1550 or AMLT-1550. Product line includes high quality FM video links, 10 bit short haul digital links, and optical links for remoting satellite downlink facilities.

System Engineering International(301) 694-9601
FAX:(301) 694-9608
32 Thomas Johnson Drive
P.O. Box 1047
Fredrick, MD 21702
PERSONNEL: Martin Grolnic, President; Allen Byrne, Executive Vice President; Dave Crome, Vice President; Roger Tracy, General Manager
DESCRIPTION: Engineering, installation, integration of telecommunication power systems as well as manufacture of customer premise power and distribution systems with UPS capability.

Systems West(714) 857-2885
FAX:(714) 857-2885
22 Banyan Tree Lane
Irvine, CA 92715
PERSONNEL: Larry F. Cortez, Principal
DESCRIPTION: Engineering services for CATV and broadband LAN applications: (computer aided) system design and AutoCAD specialist services including: digitizing, scanning and custom programming. Systems West services also provide sales-training-rental of CAD design/drafting engineering software and hardware for the CATV and LAN broadband engineering community.

T.E. Consulting, Inc.(508) 877-6494
National Wats:.....(800) 832-8353
FAX:(508) 788-0324
18 Michael Road
Framingham, MA 01701
PERSONNEL: Ernest O. Tunmann, President
DESCRIPTION: Consulting services for telephone and cable industries. Data and video system design, RFP specifications, implementation management for educational and health care industries. Engineering and design of HFC network.

T-Bar Division
Data Switch Corporation.....(203) 795-0739
National Wats:.....(800) 726-8227
FAX:(203) 795-8870
12 Cascade Boulevard
Orange, CT 06477
PERSONNEL: Walt Jonsson, Vice President
International Sales; Jim Fitzgerald, Vice President Sales; Scott Smith, West Sales Manager; Ed Cirella, North Sales Manager; Derin McCubrey White, South Sales Manager; Mike Fiorillo, Application Engineer
REGIONAL OFFICES: Northeast - Orange, CT, (800) 726-8227; South - Conyers, GA, (404) 785-6510, West - Long Beach, CA, (310) 496-3483
DESCRIPTION: T-Bar provides switching and connectivity solutions for voice, video and data communications applications utilizing high quality components. Customers include federal, commercial, retail and industrial, as well as vertical integrators. T-Bar manufactures and markets a wide range of products including fiber optic matrix switching, fiber optic monitoring/auto restoral switching, intelligent fiber optic patching, and a quality line of fiber optic components.

Tadiran Electronic Industries, Inc.....(813) 536-3222
FAX:(813) 535-3506
573 Myerlake Circle
Clearwater, FL 34620
PERSONNEL: John Dabnor, Kurt Krueger
DESCRIPTION: Tadiran Electronic Industries, Inc. manufactures and distributes voice and data switching systems and transmission systems. The flagship switching product, the Coral ISBX, can be configured as a PBX, Centrex, key system, ACD, IVR/VRU, directory systems and video DAX. The T::DAX is a compact modular cross-connect with MNS and is configurable with from 64 DS-1 or 4 DS-3 to 3584 DS-1 or DS-3 equivalent.

Tailgater, Inc.(408) 424-7710
National Wats:.....(800) 424-LIDS
FAX:(408) 424-1231
627 Brunken Avenue
Suite D
Salinas, CA 93901
PERSONNEL: Dick Renard, Marketing Manager; Rick Phinney, Sales; Joe Olms, Engineering; Warren Landon, President; Ken Pool, Sales
DESCRIPTION: The Tailgater TruckBed System provides the pickup truck industry with a uniquely

designed low profile, high visibility, lightweight, durable lid system that offers more storage space for less weight than any of the competitive truck bed systems currently on the market today. The Tailgater TruckBed System consists of an easily transferable, all-aluminum lid assembly, an aluminum ladder rack system, and multiple storage compartments that provide versatile cargo capabilities.



Tamaqua Cable Products Corp.....(717) 385-4381
FAX:.....(717) 385-1092
PO Box 347
Schuylkill Haven, PA 17972
PERSONNEL: William Combs III, President; Andrew Pavlick, Vice President/Finance; Michael Homa, Vice President/Manufacturing; George Combs, Vice President/Sales and Marketing; John Sullivan, Vice President, Materials; Mark Lowell, Ph.D., P.E., Vice President, Engineering
REGIONAL OFFICES: R.H. Babcock, National Sales Manager; PO Box 660, Roswell, GA 30077, (404) 998-9587, FAX: (404) 594-7786; M.W. Spencer, 1378 Pearl Road, Suite 103, Brunswick, OH 44212, (216) 225-3052, FAX: (216) 273-6786; W.E. Ponseti, 1510 Grant Ave., Novato, CA 94945, (415) 897-4474; P. Sedillo, 6503 N. Pinewood Dr., Parker, CO 80134, (303) 841-4400, FAX (303) 841-0117; D.F. Buchanan, PO Box 795, North Hampton, NH 03862, (603) 964-1409, FAX (603) 964-1420; J. Sullivan Jr., PO Box 380679, Ducanville, TX 75138, (214) 709-1992, FAX (214) 709-1993
DESCRIPTION: Coaxial or fiber optic cable (from the manufacturer of your choice) pre-assembled in flexible, high density polyethylene duct in continuous lengths up to 6.3 kilometers (19,200 feet). Coaxial cable-in-duct stocked in Pennsylvania warehouse.

Tapecoat Co.(708) 866-8500
FAX:(708) 866-8596
PO Box 631
Evanston, IL 60204
PERSONNEL: Richard C. Dokmo, President; Peter A. Clemens, Executive Vice President
DESCRIPTION: Moldable cable sealant, pads, rolls and tapes for above and below ground applications to protect cable splices, conduit and other irregular surfaces from corrosion.

TCL Sales & Distribution, Inc.(909) 279-8054
National Wats:.....(800) 334-8251
FAX:(909) 279-5199
1701 Delilah Street
Corona, CA 91719
PERSONNEL: L. Jay Trimberger, President; Patrick M. Collins, Vice President Operations; David Lane, Vice President Product Development; Jon J. Le

◆ A-Z LISTINGS

Blanc, Director of Marketing and Sales; Gary Mewes, Sales and System Design
DESCRIPTION: TCL Sales & Distribution, Inc. established in 1989, is located in a 30,000-square foot warehouse in Corona, California. This central location allows us to communicate daily with architects, dealers and installers in the California region. Our factory representatives are strategically located and as such, TCL is able to provide nationwide sales and distribution. TCL's principals have over 50 years combined experience in JIT and OEM distribution in various industries and has the technical staff and ability to assist in system designs and system applications.



TCS Cable, Inc.(813) 789-6826
National Wats:(800) 999-8270
FAX:(813) 787-5077

2676 West Lake Road
 Palm Harbor, FL 34684
PERSONNEL: Bobby J. Payne, Chairman/CEO; Scott A. Stevens, President/COO; Laurie A. Hutcheon, Secretary/Treasurer; Gary L. Boot, Fiber Technical Manager
REGIONAL OFFICES: Dallas, TX, Merle Drager, Regional Manager (800) 999-8270; Denver, CO, Mike Pelkey, Regional Manager, (303) 343-8840; Des Moines, IA, Tom Pelkey, Regional Manager, (800) 999-8270
DESCRIPTION: Full service multimedia contracting company, including upgrades, rebuild/newbuild construction, fiber installation, fusion splicing and testing, residential installations, on-line project management. Qualified in all states.

Tech Electronics Inc.(404) 446-1416
FAX:(404) 448-5724
 6420 Atlantic Boulevard
 Norcross, GA 30071
PERSONNEL: Wayne Cook, Managing Partner; Michael Gay, Product Manager
DESCRIPTION: Tech Electronics manufactures VCR control systems for unattended/automated playback and station automation, duplication controllers for VCR control, routing switchers, distribution amplifiers and commercial insertion controllers for sequential, ROS single or dual channel systems.

Teco Inc.(219) 747-1631
FAX:(219) 747-6732
 PO Box 9247
 9733 Indianapolis Road
 Fort Wayne, IN 46809
PERSONNEL: Bruce Dammeyer, President; Dave Wick, Direct Sales Manager; John Mattix, Dealer Sales Manager
REGIONAL OFFICES: Eric Stippler, Operations Manager, 118 Little Valley Court, Birmingham, AL

35244, (205) 987-7534; Scott Verzinskie, Operations Manager, RD #1, Box 582, Honeybrook, PA 19344, (215) 942-2500
DESCRIPTION: Aerial lifts (buckets), 50 models available with over-center, non over-center and telescopic booms. Heights from 28 feet to 85 feet. Digger derricks: 34' to 50' sheave heights, rated capacities to 30,000 lbs., rear, center and corner mounting.

Tektronix

Tektronix Inc.(503) 627-3124
FAX:(503) 627-5801

P.O. Box 500, M/S 58-699
 Beaverton, OR 97077
PERSONNEL: Donna Loveland, Public Relations Manager; Heather Wyse, Public Relations Manager; Sue Foley, Public Relations Manager
DESCRIPTION: Tektronix is a portfolio of measurement, color printing, video systems and network displays businesses dedicated to applying technology excellence to customer challenges. Tektronix is headquartered in Wilsonville, Oregon and has operations in 23 countries outside the United States. Founded in 1946, the company ranks 305th in the Fortune 500 and had revenues of \$1.32 billion in fiscal 1994.

Tel-Duct Corp.(614) 654-6500
National Wats:(800) 433-6931
FAX:(614) 654-9790
 219 Harmon Ave.
 Lancaster, OH 43130
PERSONNEL: Robert W. Austin, President; Robert Green, Marketing Manager; Carla Tennison, Customer Service Manager
REGIONAL OFFICES: 5510 State Rte. 312 SW, Logan, OH 43138, (614) 385-3960
DESCRIPTION: Multiple duct conduit for fiber optic and small diameter cables, fittings and adapters. Specialty fittings, ie. U-Guard transition boots. Conduit plugs, bridge hangers and split steel conduit. Cable pulling accessories.

Telecast Fiber Systems, Inc.(508) 754-4858
FAX:(508) 752-1520
 102 Grove Street
 Worcester, MA 01605
PERSONNEL: Richard A. Cerny, President; Eugene E. Baker, Vice President Engineering
DESCRIPTION: Telecast makes portable (and fixed) broadcast-quality fiber optic systems for video, audio, data control and intercom. Systems include portable Sidewinder™ reel system, Viper™ modular rack mount and portable units, Adder™ 64-channel digital audio multiplexer and Sony-compatible Cobra™ triax to fiber camera interface. Distances on singlemode beyond 20 km.

Applications: CATV singlemode video backhaul, satellite uplinks, and local ENG/EFP origination. New application area: crosstown cable teleproduction.

Telecommunication Products Corporation(717) 267-3939
FAX:(717) 263-1547
 130 Industrial Drive
 PO Box 476
 Chambersburg, PA 17201
PERSONNEL: Don Rice, Project and Design Engineer; Brian Schoenleber, Technical Support
REGIONAL OFFICES: Jerry Conn Associates: Mid-Atlantic, East Coast and Caribbean; Coast CATV Supply: West Coast
DESCRIPTION: Manufacturers of automation software and hardware for the cable industry. Queue Master controller for routing switch, VCR, laser disk, and contact closure automation with multiple location trunk management. Commercial insertion equipment, traffic and billing software. Clide software for CLI. Test equipment including peak audio meter, noise generator and comb generator. 4575 P Demod.

Telecorp Systems Inc.(404) 587-0700
National Wats:(800) 347-9907
FAX:(404) 587-0589
 1000 Holcomb Woods Pkwy.
 Suite 410 A
 Roswell, GA 30076
PERSONNEL: J. Lawrence Bradner, CEO; Steve Nussrallah, President; Roger Reece, Vice President of Marketing
DESCRIPTION: Telecorp Systems, Inc. provides automated telephone call processing systems/services for cable television. Products include inbound ARUs (System 6000 ARU), pay-per-view order processing (Home Ticket™ Intelligent ANI) and outbound predictive dialing systems (System 9000 Predictive Dialer). ARUs are used for PPV ordering, account balance inquiry, outage reporting, and technician functions such as converter reauthorization and service/work order processing. Predictive dialers are used for telemarketing, retention, and collections. Telecorp's services include ANI PPV order processing, and voice production services including Promotions On-Hold and Pay-Per-View Preview, an audio PPV guide.

Telecrafter Products(303) 986-0086
National Wats:(800) 257-2448
FAX:(303) 986-1042
 12687 W. Cedar Drive
 Suite 100
 Lakewood, CO 80228
PERSONNEL: Lorna Kopke, Sales Manager; Carol Gordon, Senior Sales Representative/Project Research Coordinator; Ronnie Cox, Bill McMillian, Melinda Welling, Sales Representatives
DESCRIPTION: Manufacturer and supplier of drop security and installation products. Cable marking systems include: address identification tags, serialized subscriber control tags, and service identification tags. Residential drop enclosures range from

the economical Omni Splitter Box to larger drop enclosures that accommodate splitters and several traps. Sealing devices are available for most enclosures. Installation products include the RB-2 Clip Gun and RB-2 Cable Clips in sizes to fit most drop cable.

Teledac Inc.(514) 671-7762
FAX:(514) 671-4747

661 Pine St.

St. Lambert, Quebec, Canada J4P 2P4

PERSONNEL: Martin Chouinard, President

DESCRIPTION: Manufacturer of Iristext-4000 character generator, video billboard, logo insertion and still picture display systems for CATV; featuring high performance 40 MHz video processor for eye-catching presentations, 15 resident typeface styles, resident backgrounds and graphics, automatic color graduation, real-time composition (WYSIWYG), available in expandable models with options for CCIR-601 quality still pictures, local temperature, off-line editing or remote communications.

Teledyne Battery

Products Operations(909) 793-3131

National Wats:(800) 456-0070

FAX:(909) 793-5818

P.O. Box 7950

Redlands, CA 92375

PERSONNEL: John James, Vice President, General Manager; Jayne Fischer, Director of Marketing; Ed Chamberlayne, Product Support/Technical Assistant
DESCRIPTION: Manufacturers of Centurion lead acid battery line, flooded and seal recombiant products for back-up/standby power needs.

Telesync, Inc.(404) 246-9662

FAX:(404) 246-9733

5555 Oakbrook Parkway, Suite 110

Norcross, GA 30093

PERSONNEL: Sam Davis, President; Moti

Shacham, Vice President, Marketing

DESCRIPTION: Manufactures sources, video distribution equipment and test instrumentation for communications systems.

TeleWire SUPPLY

Telewire Supply(303) 799-4343

National Wats:(800) 232-9378

FAX:(303) 643-4797

94 Inverness Terrace East

Suite 310

Englewood, CO 80112

PERSONNEL: Erika Bell, President; Everett M.

Hirsh, Executive Vice President of Sales; John

Ferrarese, Regional Manager, Northeast; Jack

Crouse, Regional Manager, East; Radiene Watson,

Regional Manager, Southeast; Terry French,
Regional Manager, Central; Bob Gratton, Regional
Manager, Southwest, West; Daryl Grambrel,
National Project Manager

REGIONAL OFFICES: Clarksburg: 414 North 5th
Street, Clarksburg, WV 26301, (304) 624-5459,
FAX (304) 622-8602; Dallas: 2800 East Plano
Parkway, Suite 300, Plano, TX 75074, (214) 424-
2774, FAX (214) 424-7072; Farmingdale: 500 Bi-
County Blvd., Suite D5, E. Farmingdale, NY 11735,
(516) 753-5060, FAX (516) 753-5068; Lafayette:
405 North Earl Avenue, Lafayette, IN 47904, (317)
448-1611, FAX (317) 447-2066; Ocala: 2499
Southwest 60th Avenue, Ocala, FL 34474, (904)
854-5770, FAX (904) 854-6522; Pembroke Pines:
10021 Pines Blvd., Suite 206, Pembroke Pines, FL
33024, (305) 438-5770, FAX (305) 438-5764;
Pottstown: Tri-County Bus. Center, 86 Robinson St.,
Pottstown, PA 19464, (610) 970-0201, FAX (610)
970-0205

DESCRIPTION: Telewire Supply is your source for a full line of quality products for all of your broadband network needs: aerial and underground construction, headend and distribution electronics, taps and passives, cable and connectors, drop and installation material, tools and safety equipment, and fiber cable and apparatus.

tellabs®

Tellabs, Inc.(708) 969-8800

National Wats:(800) 445-6501

FAX:(708) 852-7346

4951 Indiana Avenue

Lisle, IL 60532

PERSONNEL: Michael J. Birck, President & CEO;

Peter A. Guglielmi, President & CFO; Brian J.

Jackman, President; Chris Cooney, Vice President,

Sales & Service; Chip Spain, Regional Sales

Director/Wireless; Chuck Meservy, Regional Sales

Director/Wireless

REGIONAL OFFICES: Naperville, IL (708) 505-

7755; Atlanta, GA (404) 365-8829; San Ramon, CA

(415) 275-9935; Englewood, CO (303) 290-8114;

Irving, TX (214) 869-4114; Bethesda, MD (301)

564-5020

DESCRIPTION: Tellabs designs, manufactures, markets, and services voice and data transport and network access systems for the communications industry worldwide. The company offers all the essential advanced network products and services of the highest quality for the transmission of voice and data across the world, including a comprehensive management system for network control and administration. The company's products are used worldwide by public telephone companies, long-distance carriers, alternate service providers, wireless service providers, cable operators, utilities, government agencies and business end-users in wireline, wireless and hybrid fiber/coax applications.

Tentel Corporation(916) 939-4005

National Wats:(800) 538-6894

FAX:(916) 939-4114

4475 Golden Foothill Parkway

El Dorado Hills, CA 95762

PERSONNEL: Wayne Graham, Sales Manager;

John Chavers, Service Manager

DESCRIPTION: Manufacturer of test instruments for diagnosing mechanical problems with video and audio tape transports. Best known for the Tentelometer Tape Tension Gauge - winner of ITVA Technical Achievement Award. The Tentelometer is the only universal method for measuring critical holdback tape tension. Also manufactures a line of dial torque gauges, spindle height/reference plane gauges and video head protrusion/drum eccentricity gauges. Available for various tape formats including VHS, S-VHS, Beta, Betacam, U-Matic, MII, D2, D3, DCT, 1 inch type C and others.

Tern Key Operations(416) 438-7411

National Wats:(800) 653-0254

FAX:(416) 438-7415

869 Progress Avenue

Scarborough, Ontario, Canada M1H 2X6

PERSONNEL: John De Souza, President; Andre

Greco, Vice President; Alban De Souza, Marketing

Manager

DESCRIPTION: We provide surveying, design and drafting of CATV and LAN systems, aerial or buried plant construction and equipment installation, system redesign and rebuild, multi-dwelling wiring and rewiring, drop installation or repair, local area network system installations and directional boring.

Terra Tape(713) 507-4200

National Wats:(800) 231-2417

FAX:(713) 947-2053

PO Box 750245

Houston, TX 77275-0245

DESCRIPTION: Underground marking/warning tapes.

Texscan

PATHMAKERS IN TECHNOLOGY

Texscan Corporation
Communication Products

Division(915) 772-4400

National Wats:(800) 351-2345

FAX:(915) 591-6984

P.O. Box 16400

El Paso, TX 79906-1400

PERSONNEL: William H. Lambert, Chairman, President and CEO; George Fletcher, Senior Vice President, Corporate Marketing; Ray G. Pastie, Vice President, Marketing and Sales; Howard Cames, Vice President, Engineering; Aurelio Acosta, Vice President, Operations; Ron Coppock, Vice President, South American Sales; Kurtis Whitt, Vice President Pacific Rim

◆ A-Z LISTINGS

DESCRIPTION: Designer and manufacturer of a broad line of distribution electronics and fiber optic systems for the CATV industry. Product line includes: trunk amplifiers, bridging stations, line extenders, passives, subscriber taps, AM fiber optic receivers and transmitters, 1550 nm external modulation systems, 1550 nm optical amplifiers and optical transceivers.

Texscan MSI.....(801) 359-0077
FAX:.....(801) 359-0216
 124 N. Charles Lindbergh Drive
 Salt Lake City, UT 84116
PERSONNEL: David Nicholas, Vice President/General Manager; John Boland, Director of Sales/Marketing
REGIONAL OFFICES: Ruth Marshall, 239 Cambridge Lane, Newtown, PA 18940, (215) 860-6112; Barry Kenyon, 5732 East Marconi, Scottsdale, AZ 85254, (602) 996-7172; Bob Munyon, 14235 Cornet Drive, Minnetonka, MN 55345, (612) 938-7289
DESCRIPTION: Complete line of commercial insertion compiler editing products and character generator equipment for CATV and industrial video applications.

The Crown Divisions
 State Wats:(800) 525-2485
FAX:.....(216) 262-4095
 1654 Old Mansfield Road
 Wooster, OH 44691
PERSONNEL: Mark Gordon, Director of Vehicle Conversions; Jay Graves, Manager Marketing and Sales Equipment Distribution
DESCRIPTION: Crown offers ship-through uplifting for van fleets as well as a full line of aftermarket products. In addition to its in-house sales staff, the company has a coast-to-coast network of aftermarket distributors and representatives. Products include: SlideOut™ storage racks, Slide-Down™ ladder racks, modular shelving, partitions, bins and drawer units. For pick-ups, Crown offers CrownBox tool boxes, CrownPak storage units and ladder rack upgrade options.

Thomas & Betts
 Telecom Group.....(800) 888-0211
FAX:.....(901) 680-5139
 1555 Lynnfield Road
 Memphis, TN 38119
PERSONNEL: Jim Murray, General Manager; Ken Dumont, Product/Market Manager; Roger Montambo, Eastern Sales Manager; Pat Beauperlant, Western Sales Manager

DESCRIPTION: Thomas & Betts is a global manufacturer of electrical and electronic connectors, components and systems. The Telecom Group specializes in terminating, enclosing, grounding and supporting the outside plant and CO/headend segments of the voice, video and data communications market. Major products include: Kold-N-Klose® closure and repair system, Deltec™ cable support system, Ty-Rap® cable ties and Color Keyed® compression connectors.

3M Telecom
 Systems Division.....(512) 984-3400
 National Wats:.....(800) 426-8688
FAX:.....(512) 984-6628
 6801 River Place Blvd.
 Austin, TX 78726-9000
PERSONNEL: R.H.D. Lacey, Division Vice President
REGIONAL OFFICES: Atlanta, GA; Chicago, IL; Dallas, TX; Denver, CO; New York, NY; Philadelphia, PA; St. Louis, MO; San Francisco, CA; Camarillo, CA
DESCRIPTION: 3M Telecom Systems Division is a supplier of connecting, splicing, protecting, insulating and testing products for fiber optic and copper-based communications networks.



Time Manufacturing Co......(817) 776-0900
FAX:.....(817) 776-7531
 PO Box 20368
 Waco, TX 76702-0368
PERSONNEL: Charles Wiley, President; Mike Hermansen, National Sales Manager; Lee Taylor, Central Region Sales Manager
DESCRIPTION: Manufacturers of Versalift aerial lifts, telescopic and elbow types, trunk or van-mounted, with working heights up to 65 feet. Sold internationally, through distributors.

Time Warner Cable
 National Training Center.....(303) 799-5731
FAX:.....(303) 753-9714
 2180 South Hudson St.
 Denver, CO 80222
PERSONNEL: Ron Wolfe, Director
DESCRIPTION: The Time Warner Cable National Training Center has been providing quality technical training to the CATV industry for 12 years. The center offers a complete line of technical manuals, as well as courses ranging from basic cable to advanced topics such as fiber optics. Courses can be conducted in field locations as well as at the state-of-the-art facility located in Denver.



Times Fiber Communications, Inc.
 Division of Amphenol Corporation

Times Fiber Communications, Inc......(203) 265-8500
National Wats:.....(800) 677-CATV
FAX:.....(203) 265-8422
 358 Hall Avenue
 Wallingford, CT 06492
PERSONNEL: Timothy F. Cohane, President and COO; Joe Norwood, Vice President Sales and Marketing; Frederic N. Wilkenloh, Director, Engineering; Jeff Grant, National CATV Sales Manager (404) 682-9404; V.J. Harrison, National Telco Sales Manager
DESCRIPTION: Times Fiber Communications, the only coaxial cable supplier standardized on 1 GHz bandwidth for trunk, feeder and drop cables, featuring T10 Semi-flex, TX10 Low-Loss and T10 Drop cables with lifeTime, is committed to: quality, service and technology. With over 40 years of experience, we continue to lead the industry in product advancement and innovation. Times Fiber Communications is proud to be a part of bringing information and entertainment into the homes of your customers in the United States and in over 30 countries around the world. Times Fiber Communications...where technology meets the bottom line.

TL Systems.....(619) 599-4219
 2184 Primrose Avenue
 Vista, CA 92084
PERSONNEL: Ted La Fleur, President
DESCRIPTION: TL Systems repairs, modifies and converts all makes of CATV/MATV headend and test equipment. TL Systems buys, refurbishes and sells used headend equipment. Emergency next-day service is available whenever necessary. TL Systems has been in the headend business since 1976.

TM Brokers.....(208) 683-2797
(208) 683-2019
(208) 683-3998
FAX:.....(208) 683-2374
 5402 Highway 95
 Cocolalla, ID 83813
PERSONNEL: Tony Moors, Debra Moors, Willy Ellis, Rick Carter
DESCRIPTION: New, used, surplus equipment. Buy and sell all equipment related to cable TV.

Todd Communications, Inc......(612) 941-0556
FAX:.....(612) 941-0940
 6545 Cecilia Circle
 Minneapolis, MN 55439
PERSONNEL: B. John Klindworth, President; Tom Uppman, Vice President; Donald B. Mann, Vice President; Scott Apfelbacher, National Sales/Engineering

DESCRIPTION: Todd Communications, Inc. is a distributor for over 100 manufacturers of leading video, telecommunications and broadcast product lines. The staff includes engineers and technicians to provide complete design and turnkey installation of video/audio production studios, headend and distribution systems, microwave, ITFS, MMDS, CATV, TV translator and broadcast systems. The company's service and rental departments repair, maintain and supplement each product and system sold.

Toner Cable Equipment Inc.(215) 675-2053
National Wats:(800) 523-5947
UK Freefone: 0800-894-969
FAX:(215) 675-7543
 969 Horsham Road
 Horsham, PA 19044
PERSONNEL: Robert Toner, President/Sales Manager; B.J. Toner, International Sales Manager; Electronics Sales: ask for your area sales engineer; Computer Sales: Steve Deasey
DESCRIPTION: Serving the cable television and wireless cable markets. Product or service: Electronics division - full line of headend equipment, character and video graphics generators, commercial insertion equipment, standby power supplies, distribution equipment, Toner Taps and distribution passives, antennas, earth stations, towers and apartment house security cabinets. Specialize in prepackaged headends. Computer division - featuring CATV in-house computer system. Software includes subscriber billing, work order/service call programming, marketing and management reports, addressable converter interfaces. IPPV/ANI interfaces.

Trade & Transfer Corp.(516) 472-5628
FAX:(516) 472-5203
 Atrium Executive Center
 80 Orville Drive
 Bohemia, NY 11716
PERSONNEL: Alberto de Leon, President
REGIONAL OFFICES: Trade & Transfer Corp. S.R.L., Defensa, 546, (1065) Buenos Aires, Argentina, (54-1) 334-3813/331-4981, Fax (54-1) 343-7091
DESCRIPTION: The company serves CATV operators in Latin America and the Caribbean, offering full fiber optics support, as well as brand new equipment for network expansion and increased channel capacity. Sales are made on FOB, FCA or door-to-door basis. Warehouse and logistic centers are located in Miami and Buenos Aires, Argentina. Products carried include CADCO, Inc., Chromatic Technologies, Inc., Eagle Comtronics, Inc., Force, Inc. and 3M, among others.

Tri-Vision Electronics, Inc.(407) 545-3660
National Wats:(800) 762-2017
FAX:(407) 545-3638
 7178 S.E. Osprey Street
 Hobe Sound, FL 33455-6159
PERSONNEL: Jeanne Trivison, President; Sarita Neun, Sales
DESCRIPTION: A women-owned company distrib-

uting a variety of CATV replacement components used in the repair of Augat/Broadband, C-COR, Jerrold, Magnavox, RCA, Scientific-Atlanta and Sylvia/Texscan equipment. Also, authorized stocking distributor of the Augat/Broadband amplifiers and accessories for CATV, SMATV and LAN applications.

Triad Designs, Inc.(404) 938-2766
FAX:(404) 938-7526
 3523 Habersham at Northlake
 Tucker, GA 30084
PERSONNEL: Carlton G. Alspaugh III, President; Paul B. Farley, Vice President
DESCRIPTION: TDI is a full-service engineering contractor to the broadband communications industry. We provide field engineering, mapping, design, construction management and general consultation services for coaxial and fiber broadband systems. We also provide plant as-built field engineering/mapping and system database reconstruction. All mapping and design services are via CADD platforms.

Trilithic, Inc.(317) 895-3600
National Wats:(800) 344-2412
FAX:(317) 895-3613
 9202 East 33rd Street
 Indianapolis, IN 46236
PERSONNEL: Bruce Malcolm, President, Chairman and CEO; Terry Bush, Vice President, Instrumentation Group; Jim Harris, Instrument Marketing Manager; Bob A. Jackson, Sales Manager, Instruments
DESCRIPTION: Trilithic manufactures a broad line of RF test equipment and subsystems including signal level meters, spectrum analyzers, signal leakage and CLI measurement instrumentation, bench sweep systems, tuned frequency counters, digitally controlled syndex and headend reconfiguration switches and RF components. We also carry television interference locators.

Trilogy

COMMUNICATIONS INC.

Trilogy Communications(601) 932-4461
National Wats:(800) 874-5649
FAX:(601) 939-6637
 2910 Hwy. 80 E.
 Pearl, MS 39208
PERSONNEL: S. Shinn Lee, Chairman, President and CEO; John Kaye, Vice Chairman; Jim Wonn, Executive Vice President of Domestic Operations; Steve Youtsey, Vice President of International Operations; Richard Malko, Vice President of Manufacturing; Neil Brasfield, National Sales Manager
DESCRIPTION: Manufacturer of exceptionally high quality, low loss MC2 air dielectric trunk and feeder cables, ideal for hybrid architectures aimed at telco

& CATV applications. Also offering a full line of top quality drop cables including UL listed and corrosion protected, as well as radiating and 50-ohm hardline cables for wireless & RF communications. Over 2 billion feet of Trilogy MC2 coaxial cables installed worldwide, with sales offices located in Asia, South America, Europe, Canada and throughout the U.S.

Triple Crown Electronics Inc.(905) 629-1111
FAX:(905) 629-1115
 4560 Fieldgate Drive
 Mississauga, Ontario, Canada L4W 3W6
PERSONNEL: Charles Evans, President; Karl Poirier, Vice President
DESCRIPTION: Triple Crown manufactures the Titan Series trunk/bridger amplifiers, accepting AM fiber receiver modules, as well as a reverse AM fiber transmitter option, Minex Series indoor/outdoor distribution amplifiers, LA Series dual hybrid line extenders and subscriber drop amplifiers. All are available in a wide range of gains and bandwidths, in all international powering formats. Hotel and hospital pay-per-view systems, with interactive services. Complete pre-packaged headend systems, or individual satellite receivers, modulators and processors are also available for most international TV standards. Our products provide flexible, reliable and affordable solutions to your needs.

TSB, Inc.(605) 426-6140
National Wats:(800) 292-0126
 100 Main Street
 PO Box 305
 Ipswich, SD 57451
PERSONNEL: Tony Gauer, President
DESCRIPTION: Technical consulting company specializing in headend design, racking and renovations. We also offer FCC proof of performance testing services and troubleshooting. Our design and drafting department utilizes AutoCAD, LoadCAD, Design Assistant, and our own 07TSB CAD. On-site training at any level of expertise on any technical subject is available upon request.

TT Technologies, Inc.(708) 851-8200
National Wats:(800) 533-2078
FAX:(708) 851-8299
 1771 Mallette Road
 Aurora, IL 60505
PERSONNEL: C. Brahler Jr., President; Dave Holcomb, Vice President
DESCRIPTION: Manufacturer of underground piercing tools, underground pulling accessories, pipe bursting systems, pipe ramming machines and constant tension hydrostatic winches.

TTC (Telecommunications Techniques Corporation)(301) 353-1550
National Wats:(800) 638-2049
FAX:(301) 353-0734
 10400 Observation Drive
 Germantown, MD 20876
PERSONNEL: John R. Peeler, President and CEO

◆ A-Z LISTINGS

REGIONAL OFFICES: 17215 Studebaker Road, Suite 300, Cerritos, CA 90701, (213) 924-7969, FAX (213) 924-6787; Regional Manager: Ken Hargrove; 1080 Holcomb Bridge Road, Bldg. 200, Suite 340, Roswell, GA 30076, (404) 641-7769, FAX (404) 641-7824; Regional Manager: Larry Albertson; 1 Parker Plaza, 400 Kelby Street, Ft. Lee, NJ 07024, (201) 944-9322, FAX (201) 944-9256; Regional Manager: John D'Anna; 11775 Borman Drive, Suite 100, St. Louis, MO 63146, (314) 991-1757, FAX (314) 991-5448; Regional Manager: Ken Hargrove; 275 West Campbell, University Plaza, Suite 201, Richardson, TX 75080, (214) 907-8882, FAX (214) 907-0002; Regional Manager: Larry Albertson; One Energy Center, 300 East Shuman Blvd., Suite 216, Naperville, IL 60563, (708) 355-7880, FAX (708) 355-8163

DESCRIPTION: Telecommunications Techniques Corporation (TTC) markets innovative Fiberscan and Fibertech fiber optic test instruments and T-Carrier analyzers. It has introduced the Fiberscan 1000, an optical fiber analyzer which functions as an optical time domain reflectometer (OTDR) and a stable loss set. The Fiberscan 1000 operates in a pulsed OTDR mode or as a stable CW source. The Fiberscan 1000 is the only test set that provides the functionality of a power meter, source and OTDR in one portable test set.

Tulsat Corp.(918) 251-2887
National Wats:.....(800) 331-5997
FAX:.....(918) 251-1138
1605 E. Iola
Broken Arrow, OK 74012
PERSONNEL: Denise Thompson, Office Manager; Cindy Callahan, Accounts Receivable; Mark Schumacher, Sales Manager
DESCRIPTION: Buy, sell and repair new and used cable television line equipment and headend electronics.

TV/COM International.....(619) 451-1500
FAX:.....(619) 451-1505
16516 Via Esprillo
San Diego, CA 92127
PERSONNEL: Henk Hanselaar, CEO; Tony Wechselberger, Executive Vice President and CTO; Dave Price, Vice President Operations; Jim Shelton, Sr. Vice President Marketing & Sales
DESCRIPTION: TV/COM International is a worldwide leader in digital compression systems and analog product for the cable, MMDS and satellite television applications. TV/COM equipment includes digital compression products, encoders, decoders, access control systems and interactive terminals.

TVC Incorporated(717) 533-4982
National Wats:.....(800) 233-2147
FAX:.....(717) 533-6592
1746 E. Chocolate Ave.
Hershey, PA 17033
PERSONNEL: Robert Ackerman, President; John Witmer, Vice President Finance; Jim Manari, Vice President, Marketing
REGIONAL OFFICES: San Clemente, CA: John

McClosky, (714) 361-2011, (800) 755-1415, FAX (714) 361-2106; Houston, TX: Brad Lindberg, (713) 956-2984, (800) 346-3759, FAX (713) 956-8795; Sarasota, FL: Brad Lindberg, (813) 371-3444, (800) 245-4423, FAX (813) 377-8126; Hershey, PA: Jim Manari, (717) 533-4982, (800) 233-2147, FAX (717) 533-6592
DESCRIPTION: Full line distributor. Scientific-Atlanta distributor, Texscan Pathmaker distribution, Belden drop cable, Joslyn and Diamond hardware, Antronix passives, Gilbert and LRC connectors, Klein Tools, Pioneer converters, Times Fiber and CommScope cable, Lemco tools.



TW Comcorp.(516) 753-0900
National Wats:.....(800) 331-9009
FAX:.....(516) 752-7181

81 Executive Blvd.
Farmingdale, NY 11735
PERSONNEL: Joe Cordani, General Manager/CATV; Daniel Dougherty, CATV Sales Manager, Northeast; Don Widaman, CATV Sales Manager Midwest; Thomas Heath, CATV Sales Manager Southeast; David Wank, CATV National Accounts Manager
REGIONAL OFFICES: Farmingdale, NY, (516) 753-0900; St. Louis, MO, (314) 272-3900; Orlando, FL, (407) 293-1618; Macon, GA, (912) 757-1662; Teaneck, NJ, (201) 837-7600; Hamburg, NJ, (201) 209-8773
DESCRIPTION: Full line national distributor of telecommunications products including construction hardware, strand, wire and cable, distribution passives, taps, electronics, drop materials, tools, safety equipment, fiber optic cable, connectors and supplies.

Tyton Corporation.....(414) 355-1130
National Wats:.....(800) 537-1512
FAX:.....(414) 355-7341
7930 N. Faulkner Road
Milwaukee, WI 53224
PERSONNEL: Dennis Plesha, President; Jim Campion, Executive Vice President; Dan Martin, Telecom Unit Manager; Terry Tuttle, Marketing Communications Manager; Betsy Calhoun, Product Manager
DESCRIPTION: Manufacturer of high quality cable management products. Some items in the product line include cable ties, tools and accessories; non-metal, weather resistant cable spacing system; fiber optic protective channel and enclosures; wire and cable duct; identification products including preprinted markers for wire and fiber optic cable and a computer printable label system. Category 5 network management products are also available from Tyton.

U.S. Cable Inc.(314) 240-2021
FAX:.....(314) 272-2022
3926 Highway 79
O'Fallon, MO 63366
PERSONNEL: William Mullen, President; Thomas Ridley, Director of Engineering; Duane Johnson, Marketing Director; Bob Mullen, First Vice President; Doug Hoffman, Second Vice President
DESCRIPTION: Construction services: aerial and underground installation of fiber, coax and telecommunications cable. Splicing, testing and proof of performance.

U.S. Electronics
CATV Components Corp.....(516) 331-2552
National Wats:.....(800) 873-2552
FAX:.....(516) 331-1833
585 North Bicycle Path Suite 52
Port Jefferson, NY 11776
PERSONNEL: Lee Greenbaum, President; Chris Verzulli, Vice President Engineering; Scott Zajdel, Director of Sales; Kathy Rogers, Customer Service Manager; Colleen Loughlin, Sales Administrator
REGIONAL OFFICES: Northeast Office: 3960 Harlem Rd., Suite 6, Buffalo, NY 14226, (800) 283-1792, Scott Zajdel, Director of Sales; Mary Beth Huthmacher, Business Manager
DESCRIPTION: Manufacturer/distributor of Multi-brand, Universal and standard hand-held remote controls for all cable converters, televisions, VCRs. Converter cosmetic parts, test equipment, hybrids, quads, integrated circuits and other electronic components. Assorted drop supplies, batteries - rechargeable battery packs. We buy/sell/refurbish line equipment, converters, headend equipment, standby power supplies from all major manufacturers.

UHF Associates.....(707) 584-7844
6068 Dolores Drive
Rohnert Park, CA 94928
PERSONNEL: Martin Hill, President; M. Sides, Vice President; Gene Hill, Sales Manager
DESCRIPTION: Designer and manufacturer of CATV, CCTV and wireless products. Modulators, filters, amplifiers, tuners, hum-bucker, channel converters, distribution amplifiers, wireless TV FM and AM mono and stereo.

Underground Equipment
and Supply Co.(713) 448-8444
National Wats:.....(800) 633-3756
FAX:.....(713) 448-0600
10006 Airline Dr.
Houston, TX 77037
PERSONNEL: Sharon Edwards, President/Sales Manager; Mark Edwards, Vice President
DESCRIPTION: Manufacturer of earth boring machines for drilling under roads, streets, drive-ways; from 2 - 24 diameter, 200 ft. in length; wet, dry compaction types, hand held, wheel, track models, above ground or below ground drilling; accurate, portable, low maintenance quality, long line machines designed for utility work.

Underground Piercing Inc.(612) 425-4172
PO Box 225
Osseo, MN 55369
PERSONNEL: Jim Dittes, President
DESCRIPTION: We specialize in boring streets, drive-ways, sidewalks, lawns and shrubs, etc. We have mobile units designed specifically for underground boring and pipe or conduit installation. We are also equipped to do directional boring.

Universal Electronics Inc.(813) 531-7301
National Wats:.....(800) 966-9600
FAX:.....(813) 531-4809
13770 58th Street N., #313
Clearwater, FL 34620
PERSONNEL: Frank O'Donnell, Senior Vice President OEM & Cable; Stewart Ames, CATV Sales Manager
DESCRIPTION: Founded in November 1986 to develop, manufacture and market universal remote controls that replace the various remote controls found in today's households. UEI's products are preprogrammed with the world's largest library of infrared codes. UEI continues to develop and manufacture unique products and is the industry leader in the development of universal remote controls.

Universal Electronics Inc.(614) 866-4605
FAX:.....(614) 866-1201
4555 Groves Road
Suite 12
Columbus, OH 43232
PERSONNEL: Thomas Harrington, President; Julie Evans, Sales Manager; Ken Prater, Operations
DESCRIPTION: Manufacturer and distributor of Coax-Seal products. Coax-Seal is a new, pliable plastic connector sealant used in microwave, satellite, SMATV and CATV installations. Products are used to waterproof coaxial connectors and all other types of RF equipment hook-ups from the largest to the smallest. Basically known as a cable sealant-154, cable sealant, 222 sealant tape. Manufacturer of Universal SCPC-100 audio satellite receiver and SCPC-XE-1000 broadcast SCPC receiver.
Publishers of new "Satellite Radio Book and Guide."

UTILX® Corporation
FlowMole® & CableCure® Service.(800) 252-0556
FAX:.....(206)395-1040
22404 66th Avenue South
P.O. Box 97009
Kent, WA 98064-9709
PERSONNEL: Craig E. Davies, President & CEO; Thomas L. Markl, Vice President Marketing; Greg Dahl, Senior Vice President, North American Operations; Charles Reilly, Senior Vice President, Finance & CFO
REGIONAL OFFICES: Hainesport, NJ; Norfolk, VA; Manassas Park, VA; Midlothian, VA; Chicago, IL; Denver, CO; Baltimore, MD; Warrenville Heights, OH; Calera, AL; Pinellas Park, FL; Memphis, TN; Oklahoma City, OK; Dallas, TX; White Bear Lake, MN; Spokane, WA
DESCRIPTION: UTILX® provides replacement, installation and renovation of CATV cables. The

FlowMole® and CableCure® services are provided nationwide and are cost effective solutions for the infrastructure needs of utilities. FlowMole specializes in trenchless underground placement of all types of cables and conduits, and CableCure provides insitu enhancement of CATV and telco cables using proprietary fluids, recovering lost pairs and extending cable life by 20 years.

Valmont Industries Inc.
Communication Products/I.C.P.D.....(402) 359-2201
National Wats:.....(800) 825-6668
FAX:.....(402) 359-5856
W. Highway 275
PO Box 358
Valley, NE 68064-0358
PERSONNEL: Larry D. Hibler, P.E., Manager, Communication Products; Kurt Samson, Regional Sales Manager; E. John Horacek, Regional Sales Manager; Terry Winkler, Construction Manager
DESCRIPTION: Design and manufacture of communication structures; self-supporting lattice to 400 feet, guyed lattice to 800 feet, and tapered tubular (monopole) to 250 feet. Construction services available.

VDP, Incorporated(505) 524-8959
FAX:.....(505) 524-9669
749 Carver Road, Suite 2
Las Cruces, NM 88005
PERSONNEL: Dr. Walter P. Black, President; Robert Flora, Sales; Randy A. Scott, Systems Analyst
DESCRIPTION: VidCAD for Windows, running under AutoCAD R12 and R13, is the leading engineering tool for planning, documenting, installing and maintaining communication systems without typing or drafting - and it's fast. VidCAD can link with Window's spreadsheet, word processors, database reports and project management tools to provide cost projections, management proposals, time charts, rack weight/power/AC load reports and calculate cable cost and timing. VidCAD is 70 times faster than traditional CAD methods.

Vela Research Inc.(813) 572-1230
FAX:.....(813) 573-2508
2501 118th Avenue N.
St. Petersburg, FL 33716
PERSONNEL: Scott Cooper, President; Paul Mears, Vice President of Technical Research; Rick Chile, Sales Director; Dave Edwards, Marketing Coordinator
DESCRIPTION: Vela Research designs and manufactures video servers, encoders and decoders. Its Perspective 2000 video server stores digitized video in a compressed format (MPEG-1, MPEG-1+ and MPEG-2) and can deliver multiple NTSC or PAL video outputs. Vela's MPEG encoder can compress and multiplex audio and video signals into MPEG compliant data streams. Vela's MPEG decoder boards are designed for a wide range of video applications. Contact Vela Research at (813) 572-1230.

Vermeer Manufacturing(515) 628-3141
National Wats:.....(800) 829-0051
FAX:.....(515) 621-7734
PO Box 200
New Sharon Road
Pella, IA 50219
PERSONNEL: Bob Vermeer, COB/CEO; Mary Vermeer Andringa, President/COO; Sam DeHaan, International Sales; Jarrett Cowden, Vice President, Marketing; Denny Vos, National Sales Manager
DESCRIPTION: Manufacturer of industrial equipment: trenchers, cable plows, concrete cutters, asphalt cutters, backhoes, boring tools, brush chippers, stump cutters, tree spades, tubgrinders and compaction equipment.

Vertex Communications Inc.(617) 391-3277
FAX:.....(617) 391-7685
51 Evans Street
Medford, MA 02155
PERSONNEL: Robert J. McGuire Jr.; Robert J. McGuire Sr.
DESCRIPTION: Distributor of the Vertex vertical splitter. New style of 1 GHz passive device. Available in 2-, 3- and 4- way splits.

Vicon Industries, Inc.(516) 293-2200
National Wats:.....(800) 645-9116
FAX:.....(516) 293-2627
525 Broad Hollow Road
Melville, NY 11747
PERSONNEL: Kenneth Darby, President; Arthur Roche, Executive Vice President; Richard Adam, International Sales; Kevin Whitley, Domestic Sales, Vice President; Thomas Nash, Domestic Sales, Vice President
REGIONAL OFFICES: 3030 Business Park Drive, Suite G, Norcross, GA 30071 (404) 449-0499
DESCRIPTION: Vicon Industries, Inc. designs, manufactures and markets a comprehensive line of closed-circuit video systems and equipment for use in general surveillance, security, safety, process and control type applications. The company's products are typically used by end users for visual documentation, observing inaccessible or hazardous areas, increasing safety, teleconferencing and improving the efficiency and effectiveness of personnel.

VIDA Networking
Consultants(410) 561-8860
FAX:.....(410) 561-8862
344 Presway Road
Timonium, MD 21093
PERSONNEL: Joseph C. Hauf III, President; Lawrence M. Rackson, Vice President; Lawrence T. Rackson, Technical Sales Manager
DESCRIPTION: Designs and manufactures products allowing transmission of full-motion, color video over regular telephone wire (UTP), for distances of at least 1400 feet and black & white video for 3000 feet; on fiber optic 9000 feet. High quality, low cost

◆ A-Z LISTINGS

solution for teleconferencing, security, long distance learning and training. VIDA also designs and installs complete telecommunications systems.

Video Data Systems(516) 231-4400
FAX:(516) 231-4405

653 Old Willets Path
Hauppauge, NY 11788

PERSONNEL: Stephen Seiden, Vice President;
Charles Baum, Director of Sales

DESCRIPTION: Automated display and control systems including character generator graphic display system with full networking and machine control for VCRs, laser players, A/V switchers, multichannel operations, computer downloading, remote operations, tele-production titling systems, automatic playback systems, laser auto promo systems, automated pay-per-view systems, crawl inserters, color billboard, annotation systems, stand alone movie systems (PPV), emergency alert character generators, closed caption character generators and real time image capture display systems.

Viewsonics inc.

Viewsonics Inc.(407) 998-9594
National Wats:(800) 645-7600
FAX:(407) 998-3712

6454 E. Rogers Circle
Boca Raton, FL 33487

PERSONNEL: Abram Ackerman, President;
Cynthia Ackerman, General Manager

DESCRIPTION: Manufacturers of over 200 products for the CATV, MMDS and networking industries, including over 40 models of amplifiers to 1 GHz, Platinum & Platinum Plus splitters with 130 dB RFI to 600 MHz and 1 GHz, combiners, filters, taps, attenuators, equalizers, as well as test instruments, surge protected devices, switches, MDU enclosures, A/B switches and the patented Lockinator locking system.

Viewstar Canada Inc.(416) 789-1285
FAX:(416) 784-9968

18 Dufflaw Road

Toronto, Ontario, Canada M6A 2W1

PERSONNEL: Peter Lee, CEO; Al Sopel, Sales and Marketing Manager; Armand Dolabjian, Chief Engineer; Sam Tang, Controller
REGIONAL OFFICES: USA warehouse in Buffalo, NY

DESCRIPTION: Viewstar Canada Inc. is a company involved in the design and manufacture of cable television converters and portable electric quartz heaters. Viewstar brand has been handled by several USA and international cable companies. The product is UL and FCC approved. Viewstar has the engineering and production capability for customer specific design on an OEM basis for cable television converters, remote controls and telecaptioning.

Vikimatic Sales, Inc.(216) 335-1588
National Wats:(800) 345-8454
FAX:(216) 336-7650

600 Plum Creek Drive
PO Box 629

Wadsworth, OH 44281

PERSONNEL: Jerry Allen, President; Mary Allen, Vice President

REGIONAL OFFICES: Dallas, TX; Paso Robles, CA; Woodstock, GA; Parker, CO

DESCRIPTION: Fiber optic cable construction products. Fiber optic multi-cell conduit, handholes, warning tape, signs and stakes, lubricants, fiber optic poleline hardware and tools.

Vision Cable

Construction, Inc.(816) 966-1736
National Wats:(800) 432-1736

FAX:(816) 767-0909
9321 Fairwood Dr.

Kansas City, MO 64138

PERSONNEL: Kenneth E. Hathorn, President; Gary Dixon, Vice President

DESCRIPTION: Complete cable TV construction services including fiber optic build. Since 1986, company has installed over 900 miles of fiber cable for the CATV industry. Serving primarily Missouri, Kansas, Iowa, Nebraska and Oklahoma with over 20 years of experience in cable television.

Vision Specialties Inc.(909) 483-3848
National Wats:(800) 233-8431

FAX:(909) 483-3851
10700 Jersey Blvd. Unit #250-260

Rancho Cucamonga, CA 91730

PERSONNEL: Donn DeMarzio, Director of Sales;
Jean DeMarzio, Office Manager

DESCRIPTION: Authorized distributor of brand new Panasonic converters and hand remotes. Manufacturers of electronic components and plastic cosmetics for complete CATV converter repair. Stocking distributor on a complete line of new hand remotes for Jerrold, Scientific-Atlanta, Zenith, Oak, Pioneer and Tocom converters.

Visual Identification Products(713) 957-4213
National Wats:(800) 950-4921

FAX:(713) 957-3028 or (800) 967-3986
P.O. Box 924647

Houston, TX 77292

PERSONNEL: Perry Vienot, President; Susan Westrope, COO; Larry Bouley, Marketing Manager; John Kernagis, Engineer

DESCRIPTION: V.I.P. Products, a division of The Mountain Corporation, manufactures identification products for the CATV industry. Polyethylene tags, self-laminating tags, numbers & letters, ground warning tags, long-lasting snap arounds made of EverOrange™ material. Stock products ship within 24 hours. Custom products are quickly manufactured in 10 to 12 working days.

Voltage Control Systems, Inc.(800) 693-7270
FAX:(704) 527-3222

4600 Park Road, Suite 300

Charlotte, NC 28209

PERSONNEL: Larry C. Moore, President; Milton Moore, Vice President, Sales; Michael Cooke, Regional Sales Manager; Mark Long, Regional Sales Manager; Don Lynch, Regional Sales Manager
DESCRIPTION: Voltage Control Systems manufactures the Utili-Gard product line, the most widely used and approved surge suppressors for headend, hubs and power supply protection in the CATV industry. The company also offers powering solutions for the reliable delivery of cable signals of the future with on-line uninterruptible power supplies. True on-line double conversion technology UPS systems are available from 800 VA through 18KVA.

W. Whitaker & Associates, Inc.(317) 447-3345
National Wats:(800) 433-8775

FAX:(317) 447-5064
120 Professional Ct., Suite A

PO Box 6327

Lafayette, IN 47903-6327

PERSONNEL: Wendell Whitaker, President; Keith Patrick, Customer Service Manager; Lou Gurisko, Account Executive; Kelly Watts, Account Executive; Brad Whitaker, Account Executive
DESCRIPTION: Manufacturers' representative for fiber optic and RF communications equipment. AM Communications-Automated proof testing and status monitoring; Augat-(LRC connectors, Broadband Engineering); Cable Innovations-coax side surge arrestors; Cable Leakage Technologies-digital tacking/mapping; MO-PED-pedestals; Monroe-switchers/timers; Multilink-enclosures/tools/3M f.o.; Pirelli fiber optic cable; Riser-Bond-TDRs; Wavetek-RF and fiber test equipment.

Wade Antenna Ltd.(905) 632-7447
National Wats:(800) 463-1607

FAX:(905) 637-9134
P.O. Box 85149

561 Brant Plaza PO

Burlington, Ont, Canada L7R 4K3

PERSONNEL: J. Patric Murphy, President; M. Holjevek, Accountant; B. Baikie, Office Manager
DESCRIPTION: Wade Antenna is a manufacturer of premium quality log periodic antennas. Our custom designed log periodic arrays have been used by the CATV industry for more than 25 years for rejection of co-channel and adjacent channel interference. We also manufacture single channel yagi antennas. Most single antenna models are normally available off-the-shelf.

Walter S. Wydro Consultants

Telecommunications Services(215) 860-2288
FAX:(215) 860-5502

The Atruim Suite 10

4 Terry Drive

Newtown, PA 18940

PERSONNEL: Walter S. Wydro, President; Barry Nuss, Chief Engineer; Alicia Thorne, Director; Anne Zielanski, Office Manager
DESCRIPTION: Telecommunications engineering consultants specializing in broadcasting and CATV. Financial management, expert testimony, engineering, system evaluation, laboratory product testing,

WASHINGTON CABLE SUPPLY, INC.

measurements, interactive systems, pay cable, municipal services, LAN/voice - data/video, special subscriber services.

Washington Cable Supply, Inc.(301) 577-1200
National Wats:.....(800) 888-0738
FAX:.....(301) 577-5551
4600-D Boston Way
Lanham, MD 20706
PERSONNEL: Bill Parker, President; Beverly Parker, Vice President; Carol Logan, Customer Service; Curtis Davis, Outside Sales; April Kemp, Purchasing
DESCRIPTION: Distributor of CATV products and accessories, cable and wire products, pole line hardware, drop materials, tools and safety equipment, telecommunications, construction and electrical supplies. We fulfill all your CATV and fiber optic needs.

WaveCom Electronics Inc.....(306) 955-7075
FAX:.....(306) 955-9919
243 Robin Cresnet
Saskatoon, Sask, Canada S7L 6M8
PERSONNEL: Dr. Surinder Kumar, President; Gerald Harron, Vice President; Richard Blenkinsop, Production/Marketing Engineer
DESCRIPTION: WaveCom Electronics possesses expertise in custom design and manufacture of digital and fiber optic communication systems, RF assemblies and microwave systems. WaveCom takes pride in its innovative solutions to electronic communication problems, and places an emphasis on superior quality for reduced cost. WaveCom manufactures agile CATV modulators, satellite receivers and off-air demodulators, as well as custom products for specialized requirements.

WAVETEK

Wavetek Corporation(317) 788-9351
National Wats:.....(800) 622-5515
Customer Service:.....(800) 851-1198
FAX:.....(317) 782-4607
5808 Churchman Bypass
Indianapolis, IN 46203-6109
PERSONNEL: Rick Jaworski, Division Marketing Manager; Mike Richardson, National Sales Manager; Tony Shortt, National Account Sales Manager; Steve Windle, Product Marketing Manager; Lance Bannister, Product Sales Specialist
DESCRIPTION: For over 25 years, Wavetek has manufactured quality test equipment for the cable television, wireless communications, and general purpose test and measurement industries. Wavetek continues its commitment to the evolving needs of the cable television industry with the introduction of the Stealth System Sweep, the Stealth SAM (Signal Analysis Meter) and the Flash Mini OTDR. Designed with specific input from our cable customers, both the Stealth and the Flash present the

latest technology, comprehensive features and handheld convenience. Wavetek Communications manufactures broadband communications cable, LAN and fiber optic test equipment, sweep systems, signal level meters, system analyzers, signal generators, leakage detection, and bench sweep equipment.

Weather Guard,
Division of Knaack Mfg. Co.....(815) 459-6020
National Wats:.....(800) 456-7865
FAX:.....(815) 459-9097
420 E. Terra Cotta Avenue
Crystal Lake, IL 60014
PERSONNEL: Pete Edwards, Manager of Fleet Sales; Rick Bielski, National Sales Manager; Steve Moore, Vice President Sales and Marketing
DESCRIPTION: Weather Guard tool storage equipment for full size and mini pickup trucks. Weather Guard interior storage systems and racks for full size and mini cargo vans.

Wegener Communications(404) 623-0096
National Wats:.....(800) 848-9467
FAX:.....(404) 623-0698
Technology Park/Johns Creek
11350 Technology Circle
Duluth, GA 30136
PERSONNEL: Mickey Hudspeth, Sales Manager; Bill Martin, Marketing Manager, Cable
DESCRIPTION: Design and manufacture video, audio and data transmission systems for the cable television, broadcast audio and television, as well as the data communications industries. Products are used extensively over satellite, terrestrial microwave, optical fiber and coaxial circuits. Products include digital & analog audio and video, and commercial insertion cueing.

Western CATV, Inc.(310) 539-8030
National Wats:.....(800) 551-2288
FAX:.....(310) 530-5603
3430 Fujita St.
Torrance, CA 90505
PERSONNEL: Bill Ewing, President; Chris Ewing, General Manager
DESCRIPTION: Western CATV, Inc. provides a full line of products for CATV, broadcast network, CCTV, fiber optics and LAN. Western CATV supplies satellite receiving equipment, headend equipment, subscriber devices, RF and fiber distribution electronics, coaxial and fiber cable and connectors, aerial and underground construction material, system passives, drop and installation material and test equipment. Western CATV Inc., also provides cable and broadcast engineering, system design, strand mapping and microwave services.

White Knight
Communications, Inc.(716) 458-7310
FAX:.....(716) 458-8175
1268 Lyell Avenue
Suite 1A
Rochester, NY 14606
PERSONNEL: Gary Muisus, President; Michael Braun, Vice President

WHITE SANDS JUMPER CABLES

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DESCRIPTION: Cable TV construction and installation; telephone installation. PBX installation, fiber optic construction, fusion splicing and testing.

WHITE MOUNTAIN
fiber optics cable
CONSTRUCTION CORP.

White Mountain Cable
Construction Corp.....(603) 736-4766
National Wats:.....(800) 233-7350
FAX:.....(603) 736-8163
PO Box 459
Epsom, NH 03234
PERSONNEL: Dennis Nolin, President; David Pouliotte, Vice President; William Hinton, Vice President of Operations; Mike Fitzpartick, Director of Fiber Optics
REGIONAL OFFICES: Rockland, ME:
Northampton, PA; Dallas, TX; Springfield, MO
Woburn, MA
DESCRIPTION: Cable TV and fiber optic cable construction. Splicing, engineering, strand mapping and system maintenance.

White Radio Limited.....(905) 632-6894
National Wats:.....(800) 263-0733
FAX:.....(905) 632-6981
940 Gateway Dr.
Burlington, Ontario, Canada L7L 5K7
PERSONNEL: David Martin, President; J.D. Little, Vice President; Lorry Parker, General Manager; Steve Quinn, National Sales Manager, CATV Division; Gilles Chayer, Eastern Regional Sales Manager; Ken Male, General Sales Manager
REGIONAL OFFICES: Montreal, Quebec, H4S 1W6, (514) 956-0733; Burnaby, BC, V5C 5V1, (604) 291-7332
DESCRIPTION: We are manufacturers' representatives who provide quality products and service to the Canadian CATV industry. Exclusive product lines to White Radio in Canada are: Belden, Blonder-Tongue, Canusa, Master Appliance, Augat/LRC, Augat Vitek, Cableready Inc., Telex Communications Inc., Bogen, Signal Vision, Cable Prep, Budco, Tech Spray, Tyton and White Sands.

White Sands
Jumper Cables(602) 581-0331
National Wats:(800)-JUMPERS
FAX:.....(602) 582-2915
335 West Melinda
Phoenix, AZ 85027
PERSONNEL: Homer Harmon, President; Kathy Harmon, Secretary/Treasurer; Randy Harmon, Vice President
DESCRIPTION: White Sands Cable manufactures custom coaxial jumper cables. We have been manufacturing cable assemblies for over 15 years and are the largest manufacturer of CATV jumper cables in the U.S. We also manufacture audio, headend and MMDS assemblies along with custom Interactive TV installation kits, drop kits and such as DMX or

FM kits which are built to customer specifications. For LAN applications, we manufacture a variety of custom assemblies including UTP, Hydra, and Telco type assemblies. Provides written bids and prototypes to your specifications.



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Horsham, PA 19044

Tulsat Corp.(918) 251-2887
National Wats:(800) 331-5997
FAX:(918) 251-1138
1605 E. Iola
Broken Arrow, OK 74012

TVC Incorporated.....(717) 533-4982
National Wats:(800) 233-2147
FAX:(717) 533-6592
1746 E. Chocolate Ave.
Hershey, PA 17033

TW Comcorp.(516) 753-0900
National Wats:(800) 331-9009
FAX:(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

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FAX:(610) 279-5805
700 West Washington Street
Norristown, PA 19403

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National Wats:(800) 635-8469
FAX:(714) 546-7014
3633 W. MacArthur
Suite 411
Santa Ana, CA 92704

CONTEC(518) 382-8000
National Wats:(800) 382-2723
FAX:(518) 382-8452
1023 State Street
PO Box 739
Schenectady, NY 12301-0739

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A Division of Diamond W
Investments, Inc.(402) 365-7520
National Wats:(800) 551-0096
FAX:(402) 365-7856
623 Fourth St.
PO Box 590
Deshler, NE 68340

NCS Industries Inc.....(215) 657-4690
National Wats:(800) 523-2342
FAX:(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

RMT Engineering Inc.....(916) 366-3240
National Wats:(800) 228-0633
FAX:(916) 366-3240
9779 Business Park Dr. Ste I
Sacramento, CA 95827

Tulsat Corp.(918) 251-2887
National Wats:(800) 331-5997
FAX:(918) 251-1138
1605 E. Iola
Broken Arrow, OK 74012

Anti-icing

MANUFACTURERS



GEOKLEIN INDUSTRIES, INC.

GeoKlein Industries(415) 694-7770

FAX:(415) 961-8009

P.O. Box 1886
Los Altos, CA 94023

ATM switches

MANUFACTURERS

ADC Telecommunications,

Inc.(612) 938-8080

National Wats:(800) 366-3891

FAX:(612) 946-3292

4900 West 78th Street
Minneapolis, MN 55435

Alcatel Network Systems, Inc.(214) 996-5000

National Wats:(800) ALCATEL

FAX:(214) 996-5409

1225 North Alma Road
Richardson, TX 75081-2206

AT&T.....(303) 290-2170

FAX:(303) 290-4375

6160 S. Syracuse Way, Suite 100
Englewood, CO 80111

Digital Equipment Corporation(508) 692-2562

FAX:(508) 392-0603

550 King Street
Littleton, MA 01460

Ericsson Inc.(800) 288-ERIC

FAX:(214) 680-9643

1010 East Arapaho Road
Richardson, TX 75081

General Datacomm, Inc.(203) 574-1118

FAX:(203) 758-8507

1579 Straits Turnpike
Middlebury, CT 06762-1299

NEC America, Inc.(516) 753-7000

FAX:(516) 753-7434

8 Corporate Center Drive
Melville, NY 11747

Newbridge Networks, Inc.(703) 834-3600

FAX:(703) 471-7080

593 Herndon Parkway
Herndon, VA 22070

Northern Telecom

Broadband Networks(404) 661-5995

National Wats:(800) NORTHERN

FAX:(404) 661-5784

One Ravinia Drive
Suite 200

Atlanta, GA 30346

Siemens Stromberg-Carlson(407) 955-6054

FAX:(407) 955-8351

900 Broken Sound Parkway
Boca Raton, FL 33487

Tellabs, Inc.(708) 969-8800

National Wats:(800) 445-6501

FAX:(708) 852-7346

4951 Indiana Avenue
Lisle, IL 60532

Western CATV, Inc.(310) 539-8030

National Wats:(800) 551-2288

FAX:(310) 530-5603

3430 Fujita St.

Torrance, CA 90505

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6545 Cecilia Circle

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Attenuators

MANUFACTURERS

Antronix(908) 446-2626

FAX:(908) 446-2717

Gedi Corporate Park

Englishtown, NJ 07726

B.E. Duval Co.(310) 833-0951

FAX:(310) 832-9970

PO Box 5255

San Pedro, CA 90733

DX Communications, Inc.(914) 347-4040

FAX:(914) 347-3953

10 Skyline Dr.

Hawthorne, NY 10532

Electroline

Equipment Inc.(514) 374-6335

National Wats:(800) 461-3344

FAX:(514) 374-9370

8265 St. Michel Blvd.

Montreal, Quebec, Canada H1Z 3E4

Harris/Dracon Division.....(805) 987-9511

National Wats:(800) 437-2266

FAX:(805) 987-2547

809 Calle Plano

Camarillo, CA 93012-8519



JFW INDUSTRIES, INC.

JFW Industries, Inc.(317) 887-1340

FAX:(317) 881-6790

5134 Commerce Square Dr.

Indianapolis, IN 46237

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FAX:(714) 996-4900
3200 East Birch Street
Brea, CA 92621-6258

PICO MACOM, Inc.(818) 897-0028
National Wats:(800) 421-6511
FAX:(818) 899-1165
12500 Foothill Blvd.
Lakeview Terrace, CA 91342

Porta Systems Corp.(516) 364-9300
National Wats:(800) 93 PORTA
FAX:(516) 682-7760
575 Underhill Boulevard
Syosset, NY 11791

Qintar Inc.(503) 488-5500
FAX:(503) 488-5567
700 Jefferson Avenue
Ashland, OR 97520

SMI(914) 353-1700
FAX:(914) 353-7833
630 Route 303
Blauvelt, NY 10913

Sumitomo Electric
Lightwave Corp.(919) 541-8100
National Wats:(800) 358-7378
FAX:(919) 541-8265
78 Alexander Drive
PO Box 13445
Research Triangle Park, NC 27709

Western CATV, Inc.(310) 539-8030
National Wats:(800) 551-2288
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3430 Fujita St.
Torrance, CA 90505

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FAX:(708) 439-8527
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Communications(510) 522-3820
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Cable Services
Company, Inc.(717) 323-8518
National Wats:(800) 326-9444
FAX:(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Coast CATV Supply Inc.(909) 272-2360
FAX:(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

Com-Tek(816) 826-3011
National Wats:(800) 467-2588
FAX:(816) 826-8461
RR 6, Box 255 B
Sedalia, MO 65301

Holland Electronics Corp.(805) 339-9060
National Wats:(800) 628-4511
FAX:(805) 339-9064
4219 Transport Street
Ventura, CA 93003

Incospec Inc.(514) 686-0033
FAX:(514) 688-7709
3150 Delaunay
Laval, Quebec, Canada H7L 5E1

Jerry Conn Associates, Inc.(717) 263-8258
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130 Industrial Drive
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FAX:(800) 329-8008
75 Grayson Industrial Pkwy.
Grayson, GA 30221

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FAX:(407) 339-0204
776 Bennett Drive
Longwood, FL 32750

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National Wats:(800) 523-2342
FAX:(215) 657-0840
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Optical Fiber
Components, Inc.(603) 898-3302
National Wats:(800) 782-6304
FAX:(800) 442-6324
24 Keewaydin Drive
Salem, NH 03079

Phoenix TeleTronics, Inc.(805) 294-1810
National Wats:(800) 714-7884
FAX:(805) 294-1820
26027 Huntington Lane, Suite D
Valencia, CA 91355

Pitts, T.R. Co.(507) 452-2629
National Wats:(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987

RMS Electronics, Inc.(201) 601-9191
National Wats:(800) 223-8312
FAX:(201) 601-0011
41 - 51 Hartz Way
Secaucus, NJ 07094

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FAX:(817) 354-8445
803 Forest Ridge
Suite 108
Bedford, TX 76022

Sprint/North Supply(913) 791-7000
National Wats:(800) 639-2288
FAX:(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Sunset Enterprises, Inc.(609) 478-6741
National Wats:(800) 900-9879
FAX:(609) 478-0516
P.O. Box 135
Ewan, NJ 08025

Telewire Supply(303) 799-4343
National Wats:(800) 232-9378
FAX:(303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

Todd Communications, Inc.(612) 941-0556
FAX:(612) 941-0940
6545 Cecilia Circle
Minneapolis, MN 55439

TONER CABLE EQUIPMENT INC.

Toner Cable
Equipment Inc.(215) 675-2053
National Wats:(800) 523-5947
UK Freefone: 0800-894-969
FAX:(215) 675-7543
969 Horsham Road
Horsham, PA 19044

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Farmingdale, NY 11735

W. Whitaker & Associates, Inc.(317) 447-3345
National Wats:(800) 433-8775
FAX:(317) 447-5064
120 Professional Ct., Suite A
PO Box 6327
Lafayette, IN 47903-6327

Washington Cable
Supply, Inc.(301) 577-1200
National Wats:(800) 888-0738
FAX:(301) 577-5551
4600-D Boston Way
Lanham, MD 20706

White Radio Limited(905) 632-6894
National Wats:(800) 263-0733
FAX:(905) 632-6981
940 Gateway Dr.
Burlington, Ontario, Canada L7L 5K7

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National Wats:(800) 635-8469
FAX:(714) 546-7014
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Suite 411
Santa Ana, CA 92704

Coast CATV Supply Inc.(909) 272-2360
FAX:(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

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Gate City, VA 24251

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National Wats:(800) 523-2342
FAX:(215) 657-0840
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Tulsat Corp.(918) 251-2887
National Wats:(800) 331-5997
FAX:(918) 251-1138
1605 E. Iola
Broken Arrow, OK 74012

Audio level control systems

MANUFACTURERS



Audio Rider
Sales phone, Fax:(619) 868-5628
Mfg phone:(602) 961-4047
Mfg fax:(602) 961-4037
650 South Seventy-Ninth Street
Chandler, AZ 85226-4700

Audio processors

MANUFACTURERS

ADC Video Systems (Formerly
American Lightwave Systems, Inc.) (203) 630-5770
FAX:(203) 630-5701
999 Research Parkway
Meriden, CT 06450-8323

UNIVERSAL ELECTRONICS INC.

AUDIO PROCESSORS ◆

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International, Inc. (ADCOM)(702) 453-8655
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FAX:(702) 453-2120
51 North Pecos Road, Suite 108
Las Vegas, NV 89101

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National Wats:(800) TO-ANTEC
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2850 W. Golf Road
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Audio Rider
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Mfg fax:(602) 961-4037
650 South Seventy-Ninth Street
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Leaming Industries(714) 727-4144
National Wats:(800) 453-2646
FAX:(714) 727-3650
15339 Barranca Parkway
Irvine, CA 92718

Multidyne Electronics, Inc.(516) 671-7278
National Wats:(800) 4TV-TEST
FAX:(516) 671-3362
191 Forest Ave
Locust Valley, NY 11560

Multiplex Technology, Inc.(714) 996-4100
National Wats:(800) 999-5225
FAX:(714) 996-4900
3200 East Birch Street
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Scientific-Atlanta, Inc.
Broadband Communications Group (800) 433-6222
4261 Communications Drive
Norcross, GA 30093

Siemens Stromberg-Carlson(407) 955-6054
FAX:(407) 955-8351
900 Broken Sound Parkway
Boca Raton, FL 33487

TV/COM International(619) 451-1500
FAX:(619) 451-1505
16516 Via Esprillo
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FAX:(614) 866-1201
4555 Groves Road
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National Wats:(800) 551-2288
FAX:(310) 530-5603
3430 Fujita St.
Torrance, CA 90505

K.E.S. (Klungness Electronic Supply)
FAX:(906) 774-6117
101 Merritt Avenue
PO Box 885
Iron Mountain, MI 49801

TW Comcorp.(516) 753-0900
National Wats:(800) 331-9009
FAX:(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

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Rolling Meadows, IL 60008

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National Wats:(800) 839-4262
FAX:(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

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National Wats:(800) 326-9444
FAX:(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Capella
Telecommunications Inc.(905) 985-9911
Canada-wide:(800) 668-0175
FAX:(905) 985-9592
60 Vanedward Drive, Unit 6
Port Perry, Ontario, Canada L9L 1G3

Com-Tek(816) 826-3011
National Wats:(800) 467-2588
FAX:(816) 826-8461
RR 6, Box 255 B
Sedalia, MO 65301

ComSE Sales Corp.(404) 963-7870
National Wats:(800) 241-1232
FAX:(404) 962-7539
75 Grayson Industrial Pkwy.
Grayson, GA 30221

Incospec Inc.(514) 686-0033
FAX:(514) 688-7709
3150 Delaunay
Laval, Quebec, Canada H7L 5E1

Mega Hertz(303) 779-1717
National Wats:(800) 525-8386
FAX:(303) 779-1749
6940 S. Holly Circle
Suite 200
Englewood, CO 80112

NCS Industries Inc.(215) 657-4690
National Wats:(800) 523-2342
FAX:(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

RF Technologies(516) 467-5080
National Wats:(800) 678-2122
FAX:(516) 467-5394
4250 Veteran's Memorial Highway
Suite 290E
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RMT Engineering Inc.(916) 366-3240
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Communications, Inc.(516) 694-7157
FAX:(516) 694-5174
PO Box 562
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Spectrum(817) 267-2288
National Wats:(800) 628-0088
FAX:(817) 354-8445
803 Forest Ridge
Suite 108
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Sprint/North Supply(913) 791-7000
National Wats:(800) 639-2288
FAX:(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Todd Communications, Inc.(612) 941-0556
FAX:(612) 941-0940
6545 Cecilia Circle
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Toner Cable
Equipment Inc.(215) 675-2053
National Wats:(800) 523-5947
UK Freefone: 0800-894-969
FAX:(215) 675-7543
969 Horsham Road
Horsham, PA 19044

White Radio Limited(905) 632-6894
National Wats:(800) 263-0733
FAX:(905) 632-6981
940 Gateway Dr.
Burlington, Ontario, Canada L7L 5K7

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National Wats:(800) 635-8469
FAX:(714) 546-7014
3633 W. MacArthur
Suite 411
Santa Ana, CA 92704

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Company, Inc.(717) 323-8518
National Wats:(800) 326-9444
FAX:(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

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Electronics, Inc.(703) 386-7451
National Wats:(800) 247-5883
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209 East Jackson St.
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National Wats:(800) 382-2723
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NCS Industries Inc.(215) 657-4690
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CHARACTER GENERATORS ◆

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 Sacramento, CA 95827

Scott Cable
 Communications, Inc.(516) 694-7157
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 PO Box 562
 Farmingdale, NY 11735

Computer Video Solutions
 A division of Circle Computer
 Company, Inc.(717) 733-7868
 FAX:(717) 738-0789
 29 South Charles Street
 Ephrata, PA 17522

Audio response units

MANUFACTURERS

Audio Rider
 Sales phone, Fax:(619) 868-5628
 Mfg phone:(602) 961-4047
 Mfg fax:(602) 961-4037
 650 South Seventy-Ninth Street
 Chandler, AZ 85226-4700

Cable Link, Inc.(614) 221-3131
 FAX:(614) 222-0581
 280 Cozzins St.
 Columbus, OH 43215

CXR Telecom Corp./
 Halcyon Division(408) 435-8520
 National Wats:(800) 537-5762
 FAX:(408) 435-1276
 2040 Fortune Drive
 Suite 102
 San Jose, CA 95131

Dialogic Communications
 Corporation(615) 790-2882
 FAX:(615) 790-1329
 1106 Harpeth Industrial Court
 Franklin, TN 37064

Telecorp Systems Inc.(404) 587-0700
 National Wats:(800) 347-9907
 FAX:(404) 587-0589
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 National Wats:(800) 639-2288
 FAX:(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

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CONTEC(518) 382-8000
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 FAX:(518) 382-8452
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Lavender Cable TV Services(818) 883-3711
 FAX:(818) 883-3110
 21525 Strathern Street
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Character generators

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Display Systems
 International, Inc.(306) 934-6884
 FAX:(306) 934-6447
 203 Mallin Cres.
 Saskatoon, Saskatchewan, Canada S7K 7W8

Dynatech Cable
 Products Group, Inc.(801) 575-8801
 FAX:(801) 575-3299
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 Salt Lake City, UT 84116

Engineering Consulting(714) 671-2009
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 583 Candlewood St.
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FrameRate Labs, Inc.(801) 487-0069
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Grass Valley Group, Inc.(916) 478-3000
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 PO Box 1114
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Great Lakes
 Data Systems, Inc.(414) 887-7651
 National Wats:(800) 882-7950
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 1010 DeClark Street
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Magni Systems Inc.(503) 626-8400
 National Wats:(800) 237-5964
 Bulletin Board Service:(503) 641-1859
 FAX:(503) 626-6225
 9500 SW Gemini Drive
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 661 Pine St.
 St. Lambert, Quebec, Canada J4P 2P4

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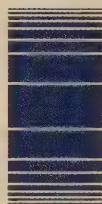


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Dear Industry Professional,

As you know, the ad insertion business is poised for tremendous growth as it transitions from analog to digital. While you look for new solutions that can meet the demands of your expanding business, consider Channelmatic's expertise. We have accumulated over 20 years of experience with the help of the best partners we could find... you.

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Over a dozen ad insertion vendors have come and gone in the last ten years. They failed, in large part, because they could not keep pace with the depth and diversity of your growing ad sales business. As your horizons continue to widen, remember to ensure the stability of your core business with the ad insertion leader - Channelmatic.

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Thomas A. Walsh, President

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 FAX:(803) 574-0383
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 Spartanburg, SC 29301

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 FAX:(810) 234-9037
 2040 S. Saginaw
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 A Division of Diamond W
 Investments, Inc.(402) 365-7520
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 FAX:(402) 365-7856
 623 Fourth St.
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 FAX:(612) 946-3292
 4900 West 78th Street
 Minneapolis, MN 55435

ADC Video Systems (Formerly
 American Lightwave Systems, Inc.) (203) 630-5770
 FAX:(203) 630-5701
 999 Research Parkway
 Meriden, CT 06450-8323

ADTRAN(205) 971-8000
 National Wats:(800) 326-3700
 FAX:(205) 971-8116
 901 Explorer Boulevard
 Huntsville, AL 35806-2807

Alcatel Network Systems, Inc.(214) 996-5000
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 FAX:(214) 996-5409
 1225 North Alma Road
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 FAX:(303) 290-4375
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 Communications, Inc.)(602) 264-7275
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DTS Inc.
 (Formerly Digital Transmission Systems Inc.)(404) 798-1300
 Technical Support:(800) 955-1387
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 3000 Northwoods Parkway, Building 330
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Ericsson Inc.(800) 288-ERIC
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 1010 East Arapaho Road
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Grass Valley Group, Inc.(916) 478-3000
 FAX:(916) 478-4020
 PO Box 1114
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 999 South Bayshore Drive, #905
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Porta Systems Corp.(516) 364-9300
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Digital video compression
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 Laval, Quebec, Canada H7L 5E1

Peregrine Communications, Inc.(303) 278-9660
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Digital video servers

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 Willow Grove, PA 19090

Video Data Systems(516) 231-4400
 FAX:(516) 231-4405
 653 Old Willets Path
 Hauppauge, NY 11788

Commercial
 Electronics, Inc.(703) 386-7451
 National Wats:(800) 247-5883
 PO Box 519
 209 East Jackson St.
 Gate City, VA 24251

Quality RF Services Inc.(407) 747-4998
 National Wats:(800) 327-9767
 FAX:(407) 744-4618
 850 Parkway
 Jupiter, FL 33477

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 National Wats:(800) 241-1232
 FAX:(404) 962-7539
 75 Grayson Industrial Pkwy.
 Grayson, GA 30221

RMT Engineering Inc.(916) 366-3240
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 FAX:(916) 366-3240
 9779 Business Park Dr. Ste 1
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 National Wats:(800) 628-0088
 FAX:(817) 354-8445
 803 Forest Ridge
 Suite 108
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 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Todd Communications, Inc.(612) 941-0556
 FAX:.....(612) 941-0940
 6545 Cecilia Circle
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 National Wats:.....(800) 382-2723
 FAX:.....(518) 382-8452
 1023 State Street
 PO Box 739
 Schenectady, NY 12301-0739

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 Inc.(612) 938-8080
 National Wats:.....(800) 366-3891
 FAX:.....(612) 946-3292
 4900 West 78th Street
 Minneapolis, MN 55435

ADTRAN.....(205) 971-8000
 National Wats:.....(800) 326-3700
 FAX:.....(205) 971-8116
 901 Explorer Boulevard
 Huntsville, AL 35806-2807

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 FAX:.....(708) 439-8527
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 Rolling Meadows, IL 60008

AT&T.....(303) 290-2170
 FAX:.....(303) 290-4375
 6160 S. Syracuse Way, Suite 100
 Englewood, CO 80111

AXSYS Communications, Inc.....(203) 774-4102
 FAX:.....(203) 774-4783
 P.O. Box 571
 Danielson, CT 06239-0571

B.E. Duval Co.....(310) 833-0951
 FAX:.....(310) 832-9970
 PO Box 5255
 San Pedro, CA 90733

Christy Concrete Products Inc.(800) 486-7070
 FAX:.....(800) 486-6804
 44100 Christy Street
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Dawn Satellite, Inc.(810) 391-9200
 FAX:.....(810) 391-9207
 3340 S. Lapeer Road
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Drake, R.L. Co.....(513) 866-2421
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Fiber Optic Network
 Solutions Corp.(508) 842-4744
 FAX:.....(508) 842-5640
 587-B Hartford Turnpike
 Shrewsbury, MA 01545

General Datacomm, Inc.(203) 574-1118
 FAX:.....(203) 758-8507
 1579 Straits Turnpike
 Middlebury, CT 06762-1299

Keptel, Inc.....(908) 389-8800
 FAX:.....(908) 389-3746
 56 Park Road
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Methode Electronics, Inc.....(708) 867-9600
 National Wats:.....(800) 323-6858
 FAX:.....(708) 867-9130
 7444 West Wilson Avenue
 Chicago, IL 60656

MultiVail Inc.(305) 530-8500
 FAX:.....(305) 530-1720
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 Miami, FL 33131-2930

Nexus Engineering,
 A Scientific-Atlanta Business.....(604) 420-5322
 National Wats:.....(800) 563-5557
 FAX:.....(604) 420-5941
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 National Wats:.....(800) 421-6511
 FAX:.....(818) 899-1165
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 National Wats:.....(800) 93 PORTA
 FAX:.....(516) 682-7760
 575 Underhill Boulevard
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 Broadband Communications Group.....(800) 433-6222
 4261 Communications Drive
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Siecor Corporation.....(704) 327-5000
 FAX:.....(704) 327-5488
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SMI.....(914) 353-1700
 FAX:.....(914) 353-7833
 630 Route 303
 Blauvelt, NY 10913

Thomas & Betts
 Telecom Group.....(800) 888-0211
 FAX:.....(901) 680-5139
 1555 Lynnfield Road
 Memphis, TN 38119

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 National Wats:.....(800) 537-1512
 FAX:.....(414) 355-7341
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National Wats:(800) 232-9378
FAX:(303) 643-4797
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TM Brokers.....(208) 683-2797
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.....(208) 683-3998
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 FAX:(717) 533-6592
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 FAX:(516) 752-7181
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 National Wats:(800) 433-8775
 FAX:(317) 447-5064
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 Lafayette, IN 47903-6327

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 Supply, Inc.(301) 577-1200
 National Wats:(800) 888-0738
 FAX:(301) 577-5551
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 Lanham, MD 20706

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 FAX:(714) 546-7014
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Lee Enterprise
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 Investments, Inc.(402) 365-7520
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 10 Skyline Dr.
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 National Wats:(800) 523-6678
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 2200 Byberry Road
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 National Wats:(800) 788-1330
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 3005 Bunker Hill Lane
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Learning Industries(714) 727-4144
 National Wats:(800) 453-2646
 FAX:(714) 727-3650
 15339 Barranca Parkway
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A Scientific-Atlanta Business.....(604) 420-5322
National Wats:(800) 563-5557
FAX:(604) 420-5941
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Networks, Inc.....(315) 682-9105
National Wats:(800) 448-5171
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Broadband Communications Group (800) 433-6222
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Standard Communications
Satellite & Broadband
Products Division.....(310) 532-5300
National Wats:(800) 745-2445
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.....(800) 722-2329
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Electronics Inc.(905) 629-1111
FAX:(905) 629-1115
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TV/COM International(619) 451-1500
FAX:(619) 451-1505
16516 Via Esprillo
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UHF Associates(707) 584-7844
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National Wats:(800) 645-9116
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WaveCom Electronics Inc.....(306) 955-7075
FAX:(306) 955-9919
243 Robin Cresent
Saskatoon, Sask, Canada S7L 6M8

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11350 Technology Circle
Duluth, GA 30136

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3430 Fujita St.
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Authorized Parts Co.....(708) 658-6900
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National Wats:(800) 839-4262
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1420 Harbor Bay Parkway
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ComSE Sales Corp.(404) 963-7870
National Wats:(800) 241-1232
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Dacom, Inc.....(301) 791-0950
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209 East Jackson St.
Gate City, VA 24251

ComSE Sales Corp.(404) 963-7870
National Wats:(800) 241-1232
FAX:(404) 962-7539
75 Grayson Industrial Pkwy.
Grayson, GA 30221

CONTEC(518) 382-8000
National Wats:(800) 382-2723
FAX:(518) 382-8452
1023 State Street
PO Box 739
Schenectady, NY 12301-0739

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National Wats:(800) 356-2730
FAX:(803) 574-0383
145 Tradd Street
Spartanburg, SC 29301

Digitrace, Inc.(810) 234-1301
FAX:(810) 234-9037
2040 S. Saginaw
Flint, MI 48503

Electronic Comm. Inc.(502) 449-4608
National Wats:(800) 726-1475
4721 Dixie Highway
Louisville, KY 40216

Jones Surplus(619) 757-3008
FAX:(619) 757-4048
302 Oceanside Boulevard
Oceanside, CA 92054

Lee Enterprise
A Division of Diamond W
Investments, Inc.(402) 365-7520
National Wats:(800) 551-0096
FAX:(402) 365-7856
623 Fourth St.
PO Box 590
Deshler, NE 68340

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National Wats:(800) 523-2342
FAX:(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

Quality RF Services Inc.....(407) 747-4998
National Wats:(800) 327-9767
FAX:(407) 744-4618
850 Parkway
Jupiter, FL 33477

RMT Engineering Inc.(916) 366-3240
National Wats:(800) 228-0633
FAX:(916) 366-3240
9779 Business Park Dr. Ste I
Sacramento, CA 95827

Tulsat Corp.(918) 251-2887
National Wats:(800) 331-5997
FAX:(918) 251-1138
1605 E. Iola
Broken Arrow, OK 74012

RF switches

MANUFACTURERS



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National Wats:(800) 248-9004
FAX:(215) 536-1475
1900 AM Drive
PO Box 9004
Quakertown, PA 18951-9004

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Domestic and International
Headquarters(708) 439-4444
National Wats:(800) TO-ANTEC
FAX:(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

Antronix(908) 446-2626
FAX:(908) 446-2717
Gedi Corporate Park
Englishtown, NJ 07726

ATCi - (Antenna Technology
Communications, Inc.).....(602) 264-7275
FAX:(602) 898-7667
1128 E. Greenway St. Suite 1
Mesa, AZ 85203

B & K Precision
Maxtec International Corp.....(312) 794-9740
FAX:(312) 794-9740
6470 W. Cortland St.
Chicago, IL 60635

Broadband Networks, Inc.(814) 237-4073
FAX:(814) 234-2841
Suite B, 2820 East College Avenue
State College, PA 16801

Channelmatic, Inc.(619) 445-2691
National Wats:(800) 766-7171
FAX:(619) 445-3293
821 Tavern Road
Alpine, CA 91901

Dawn Satellite, Inc.(810) 391-9200
FAX:(810) 391-9207
3340 S. Lapeer Road
P.O. Box 9
Lake Orion, MI 48361

Dow-Key Microwave Corp.(805) 650-0260
FAX:(805) 650-1734
1667 Walter Street
Ventura, CA 93003

Electroline
Equipment Inc.....(514) 374-6335
National Wats:(800) 461-3344
FAX:(514) 374-9370
8265 St. Michel Blvd.
Montreal, Quebec, Canada H1Z 3E4

Monroe Electronics Inc.(716) 765-2254
National Wats:(800) 821-6001
FAX:(716) 765-9330
100 Housel Ave
Lyndonville, NY 14098

PECA, Inc.(215) 245-1550
FAX:(215) 639-3545
592 Winks Lane
Bensalem, PA 19020

PICO MACOM, Inc.(818) 897-0028
National Wats:(800) 421-6511
FAX:(818) 899-1165
12500 Foothill Blvd.
Lakeview Terrace, CA 91342

Qintar Inc.(503) 488-5500
FAX:(503) 488-5567
700 Jefferson Avenue
Ashland, OR 97520

Scientific-Atlanta, Inc.
Broadband Communications Group.(800) 433-6222
4261 Communications Drive
Norcross, GA 30093

SMI(914) 353-1700
FAX:(914) 353-7833
630 Route 303
Blauvelt, NY 10913

◆ RF SWITCHES

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FAX:(306) 955-9919
243 Robin Cresnet
Saskatoon, Sask, Canada S7L 6M8

Western CATV, Inc.(310) 539-8030
National Wats:(800) 551-2288
FAX:(310) 530-5603
3430 Fujita St.
Torrance, CA 90505

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FAX:(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

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Communications(510) 522-3820
National Wats:(800) 839-4262
FAX:(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

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Company, Inc.(717) 323-8518
National Wats:(800) 326-9444
FAX:(717) 322-5373
2113 Marydale Avenue
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FAX:(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

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National Wats:(800) 467-2588
FAX:(816) 826-8461
RR 6, Box 255 B
Sedalia, MO 65301

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FAX:(810) 391-9207
3340 S. Lapeer Road
P.O. Box 9
Lake Orion, MI 48361

Incospec Inc.(514) 686-0033
FAX:(514) 688-7709
3150 Delaunay
Laval, Quebec, Canada H7L 5E1

John Weeks Enterprises(404) 963-7870
National Wats:(800) 241-1232
FAX:(800) 329-8008
75 Grayson Industrial Pkwy.
Grayson, GA 30221

K.E.S. (Klungness Electronic Supply)
FAX:(906) 774-6117
101 Merriitt Avenue
PO Box 885
Iron Mountain, MI 49801

Mega Hertz(303) 779-1717
National Wats:(800) 525-8386
FAX:(303) 779-1749
6940 S. Holly Circle
Suite 200
Englewood, CO 80112

Multicom, Inc.(407) 331-7779
National Wats:(800) 423-2594
FAX:(407) 339-0204
776 Bennett Drive
Longwood, FL 32750

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FAX:(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

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National Wats:(800) 543-1584
FAX:(606) 727-6658
7745 Foundation Drive, Suite One
Florence, KY 41042

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FAX:(901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

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National Wats:(800) 223-8312
FAX:(201) 601-0011
41 - 51 Hartz Way
Secaucus, NJ 07094

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FAX:(916) 366-3240
9779 Business Park Dr. Ste I
Sacramento, CA 95827

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FAX:(516) 694-5174
PO Box 562
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Spectrum(817) 267-2288
National Wats:(800) 628-0088
FAX:(817) 354-8445
803 Forest Ridge
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Bedford, TX 76022

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FAX:(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

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6545 Cecilia Circle
Minneapolis, MN 55439

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National Wats:(800) 523-5947
UK Freefone: 0800-894-969
FAX:(215) 675-7543
969 Horsham Road
Horsham, PA 19044

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National Wats:(800) 331-5997
FAX:(918) 251-1138
1605 E. Iola
Broken Arrow, OK 74012

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National Wats:(800) 233-2147
FAX:(717) 533-6592
1746 E. Chocolate Ave.
Hershey, PA 17033

TW Comcorp.(516) 753-0900
National Wats:(800) 331-9009
FAX:(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

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National Wats:(800) 433-8775
FAX:(317) 447-5064
120 Professional Ct., Suite A
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FAX:(714) 546-7014
3633 W. MacArthur
Suite 411
Santa Ana, CA 92704

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FAX:(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

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Gate City, VA 24251

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FAX:(518) 382-8452
1023 State Street
PO Box 739
Schenectady, NY 12301-0739

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FAX:(818) 883-3110
21525 Strathern Street
Canoga Park, CA 91304

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National Wats:(800) 523-2342
FAX:(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

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FAX:(916) 366-3240
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Sacramento, CA 95827

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National Wats:(800) 331-5997
FAX:(918) 251-1138
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Broken Arrow, OK 74012

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999 Research Parkway
Meriden, CT 06450-8323

Alcatel Network Systems, Inc.(214) 996-5000
National Wats:(800) ALCATEL
FAX:(214) 996-5409
1225 North Alma Road
Richardson, TX 75081-2206

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FAX:(602) 898-7667
1128 E. Greenway St. Suite 1
Mesa, AZ 85203

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FAX:(814) 234-2841
Suite B, 2820 East College Avenue
State College, PA 16801

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National Wats:(800) 766-7171
FAX:(619) 445-3293
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Alpine, CA 91901

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FAX:(619) 566-0140
9675 Business Park Avenue
San Diego, CA 92131

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FAX:(810) 391-9207
3340 S. Lapeer Road
P.O. Box 9
Lake Orion, MI 48361

Di-Tech(516) 667-6300
FAX:(516) 595-1012
48 Jefryn Blvd.
Deer Park, NY 11729

General Datacomm, Inc.(203) 574-1118
FAX:(203) 758-8507
1579 Straits Turnpike
Middlebury, CT 06762-1299

Grass Valley Group, Inc.(916) 478-3000
FAX:(916) 478-4020
PO Box 1114
Grass Valley, CA 95945

H A Solutec Ltd.....(514) 522-8960
FAX:(514) 598-7808
4360 D'iBerville
Montreal, Quebec, Canada H2H 2L8

Harris Network Support
Products, Inc.(214) 235-5292
National Wats:(800) 890-5292
FAX:(214) 235-5299
1850 N. Greenville Avenue, M/S 184
Richardson, TX 75081

LANcity Corporation.....(508) 475-4050
National Wats:(800) LANcity
FAX:(508) 475-0550
100 Brickstone Square
4th Floor
Andover, MA 01810

ROUTERS/SWITCHERS ♦

Leightronix, Inc.(517) 694-8000
FAX:(517) 694-1600
2330 Jarco Drive
Holt, MI 48842

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FAX:(804) 548-4088
920 Corporate Lane
Chesapeake, VA 23320

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FAX:(716) 765-9330
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National Wats:(800) 4TV-TEST
FAX:(516) 671-3362
191 Forest Ave
Locust Valley, NY 11560

MultiVail Inc.(305) 530-8500
FAX:(305) 530-1720
999 South Bayshore Drive, #905
Miami, FL 33131-2930

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FAX:(516) 753-7434
8 Corporate Center Drive
Melville, NY 11747

PECA, Inc.(215) 245-1550
FAX:(215) 639-3545
592 Winks Lane
Bensalem, PA 19020

SMI(914) 353-1700
FAX:(914) 353-7833
630 Route 303
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National Wats:(800) 726-8227
FAX:(203) 795-8870
12 Cascade Boulevard
Orange, CT 06477

Tech Electronics Inc.(404) 446-1416
FAX:(404) 448-5724
6420 Atlantic Boulevard
Norcross, GA 30071

Telecommunication
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FAX:(717) 263-1547
130 Industrial Drive
PO Box 476
Chambersburg, PA 17201

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Tellabs, Inc.(708) 969-8800
 National Wats:(800) 445-6501
 FAX:(708) 852-7346
 4951 Indiana Avenue
 Lisle, IL 60532

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 National Wats:(800) 645-9116
 FAX:(516) 293-2627
 525 Broad Hollow Road
 Melville, NY 11747

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 National Wats:(800) 551-2288
 FAX:(310) 530-5603
 3430 Fujita St.
 Torrance, CA 90505

Zenith Electronics
 Corporation(708) 391-8000
 FAX:(708) 391-8569
 1000 Milwaukee Avenue
 Glenview, IL 60025

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 Headquarters(708) 439-4444
 National Wats:(800) TO-ANTEC
 FAX:(708) 439-8527
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 National Wats:(800) 839-4262
 FAX:(510) 522-5908
 1420 Harbor Bay Parkway
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 FAX:(717) 322-5373
 2113 Marydale Avenue
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 National Wats:(800) 467-2588
 FAX:(816) 826-8461
 RR 6, Box 255 B
 Sedalia, MO 65301

Datanet Systems, Inc.(313) 278-9000
 FAX:(313) 278-0000
 25630 Ford Road
 P.O. Box 5388
 Dearborn, MI 48128-0388

Dawn Satellite, Inc.(810) 391-9200
 FAX:(810) 391-9207
 3340 S. Lapeer Road
 P.O. Box 9
 Lake Orion, MI 48361

Incospec Inc.(514) 686-0033
 FAX:(514) 688-7709
 3150 Delaunay
 Laval, Quebec, Canada H7L 5E1

Jerry Conn Associates, Inc.(717) 263-8258
 National Wats:(800) 233-7600
 FAX:(717) 263-1547
 130 Industrial Drive
 Chambersburg, PA 17201-6006

Mega Hertz(303) 779-1717
 National Wats:(800) 525-8386
 FAX:(303) 779-1749
 6940 S. Holly Circle
 Suite 200
 Englewood, CO 80112

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 National Wats:(800) 423-2594
 FAX:(407) 339-0204
 776 Bennett Drive
 Longwood, FL 32750

NCS Industries Inc.(215) 657-4690
 National Wats:(800) 523-2342
 FAX:(215) 657-0840
 2255- E.Wyandotte Road
 Willow Grove, PA 19090

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 Communications, Inc.(516) 694-7157
 FAX:(516) 694-5174
 PO Box 562
 Farmingdale, NY 11735

Spectrum(817) 267-2288
 National Wats:(800) 628-0088
 FAX:(817) 354-8445
 803 Forest Ridge
 Suite 108
 Bedford, TX 76022

Sprint/North Supply(913) 791-7000
 National Wats:(800) 639-2288
 FAX:(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Todd Communications, Inc.(612) 941-0556
 FAX:(612) 941-0940
 6545 Cecilia Circle
 Minneapolis, MN 55439

Toner Cable
 Equipment Inc.(215) 675-2053
 National Wats:(800) 523-5947
 UK Freefone: 0800-894-969
 FAX:(215) 675-7543
 969 Horsham Road
 Horsham, PA 19044

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 National Wats:(800) 331-5997
 FAX:(918) 251-1138
 1605 E. Iola
 Broken Arrow, OK 74012

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 National Wats:(800) 433-8775
 FAX:(317) 447-5064
 120 Professional Ct., Suite A
 PO Box 6327
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 National Wats:(800) 247-5883
 PO Box 519
 209 East Jackson St.
 Gate City, VA 24251

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 National Wats:(800) 382-2723
 FAX:(518) 382-8452
 1023 State Street
 PO Box 739
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 National Wats:(800) 523-2342
 FAX:(215) 657-0840
 2255- E.Wyandotte Road
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 National Wats:(800) 331-5997
 FAX:(918) 251-1138
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Satellite receivers/reception equipment

MANUFACTURERS

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 Mesa, AZ 85203

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 FAX:(804) 794-8284
 500 Southlake Blvd.
 Richmond, VA 23236

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 FAX:(310) 832-9970
 PO Box 5255
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 2450 North First Street
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Conifer Corporation.....(319) 752-3607
 National Wats:(800) 843-5419
 FAX:(319) 753-5508
 PO Box 1025
 Burlington, IA 52601

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 FAX:(810) 391-9207
 3340 S. Lapeer Road
 P.O. Box 9
 Lake Orion, MI 48361

DH Satellite(608) 326-8406
 National Wats:(800) 627-9443
 FAX:(608) 326-4233
 PO Box 239
 Prairie du Chien, WI 53821

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 FAX:(513) 866-0806
 PO Box 3006
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 FAX:(914) 347-3953
 10 Skyline Dr.
 Hawthorne, NY 10532

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 National Wats:(800) 523-6678
 FAX:(215) 956-6497
 2200 Byberry Road
 Hatboro, PA 19040

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 FAX:(516) 753-7434
 8 Corporate Center Drive
 Melville, NY 11747

Nexus Engineering,
 A Scientific-Atlanta Business.....(604) 420-5322
 National Wats:(800) 563-5557
 FAX:(604) 420-5941
 7725 Lougheed Highway
 Burnaby, BC, Canada V5A 4V8

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 FAX:(608) 588-2257
 351 South Peterson St.
 Spring Green, WI 53588

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 National Wats:(800) 421-6511
 FAX:(818) 899-1165
 12500 Foothill Blvd.
 Lakeview Terrace, CA 91342

Qintar Inc.(503) 488-5500
 FAX:(503) 488-5567
 700 Jefferson Avenue
 Ashland, OR 97520

Scientific-Atlanta, Inc.
 Broadband Communications Group (800) 433-6222
 4261 Communications Drive
 Norcross, GA 30093



Standard Communications

Standard Communications Satellite & Broadband Products Division.....(310) 532-5300
National Wats:(800) 745-2445
FAX:(310) 532-0397
(800) 722-2329
 PO Box 92151
 Los Angeles, CA 90009

Triple Crown
 Electronics Inc.(905) 629-1111
 FAX:(905) 629-1115
 4560 Fieldgate Drive
 Mississauga, Ontario, Canada L4W 3W6

TV/COM International(619) 451-1500
 FAX:(619) 451-1505
 16516 Via Esprillo
 San Diego, CA 92127

Universal Electronics Inc.....(614) 866-4605
 FAX:(614) 866-1201
 4555 Groves Road
 Suite 12
 Columbus, OH 43232

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 FAX:(306) 955-9919
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 National Wats:(800) 848-9467
 FAX:(404) 623-0698
 Technology Park/Johns Creek
 11350 Technology Circle
 Duluth, GA 30136

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 National Wats:(800) 551-2288
 FAX:(310) 530-5603
 3430 Fujita St.
 Torrance, CA 90505

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 1000 Milwaukee Avenue
 Glenview, IL 60025

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 2850 W. Golf Road
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 FAX:(208) 772-8576
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 Hayden, ID 83835

◆ SATELLITE RECEIVERS/RECEPTION EQUIPMENT

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 FAX:(610) 279-5805
 700 West Washington Street
 Norristown, PA 19403

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 FAX:(708) 658-0582
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 Algonquin, IL 60102

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 FAX:(310) 832-9970
 PO Box 5255
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 FAX:(717) 322-5373
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 National Wats:(800) 467-2588
 FAX:(816) 826-8461
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 FAX:(404) 962-7539
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 State Wats:(800) 841-6979
 FAX:(301) 791-0993
 1009 Oak Hill Avenue
 3rd Floor
 Hagerstown, MD 21742

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 3340 S. Lapeer Road
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 National Wats:(800) 356-2730
 FAX:(803) 574-0383
 145 Tradd Street
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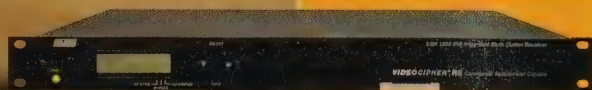
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 National Wats:(800) TO-ANTEC
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 FAX:(602) 898-7667
 1128 E. Greenway St. Suite 1
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 National Wats:(800) 233-2267
 FAX:(800) 238-4065
 60 Decibel Road
 State College, PA 16801

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 National Wats:(800) 538-7542
 FAX:(408) 922-5429
 2860 Junction Avenue
 San Jose, CA 95134

Grass Valley Group, Inc.(916) 478-3000
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 PO Box 1114
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IPITEK(619) 438-8362
 FAX:(619) 438-2412
 2330 Faraday Avenue
 Carlsbad, CA 92008

NEC America, Inc.(516) 753-7000
 FAX:(516) 753-7434
 8 Corporate Center Drive
 Melville, NY 11747

Northern Telecom
Broadband Networks(404) 661-5995
National Wats:.....(800) NORTHERN
FAX:(404) 661-5784
One Ravinia Drive
Suite 200
Atlanta, GA 30346

Wegener Communications.....(404) 623-0096
National Wats:(800) 848-9467
FAX:(404) 623-0698
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11350 Technology Circle
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6545 Cecilia Circle
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Video on demand systems

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American Lightwave Systems, Inc.) (203) 630-5770
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999 Research Parkway
Meriden, CT 06450-8323

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3816 Burbank Blvd.
Burbank, CA 91505

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FAX:(303) 290-4375
6160 S. Syracuse Way, Suite 100
Englewood, CO 80111

Broadband Networks, Inc.(814) 237-4073
FAX:(814) 234-2841
Suite B, 2820 East College Avenue
State College, PA 16801

Computer Video Solutions
A division of Circle Computer
Company, Inc.....(717) 733-7868
FAX:(717) 738-0789
29 South Charles Street
Ephrata, PA 17522

Digital Equipment Corporation(508) 692-2562
FAX:(508) 392-0603
550 King Street
Littleton, MA 01460



EDS(214) 605-6190
FAX:(214) 605-6201
5400 Legacy, HI-5C-36
Plano, TX 75024

VIDEO CODECS ♦

Ericsson Inc.(800) 288-ERIC
FAX:(214) 680-9643
1010 East Arapaho Road
Richardson, TX 75081

Hewlett-Packard
Direct Marketing Organization
Attn: Inquiry Manager(800) 452-4844
PO Box 58199
MS 51 LSJ
Santa Clara, CA 95052-9952

Scientific-Atlanta, Inc.
Broadband Communications Group (800) 433-6222
4261 Communications Drive
Norcross, GA 30093

SeaChange Technology, Inc.(508) 287-4499
FAX:(508) 287-4099
Damonmill Square
Concord, MA 01742

Siemens Stromberg-Carlson(407) 955-6054
FAX:(407) 955-8351
900 Broken Sound Parkway
Boca Raton, FL 33487

Storage Concepts, Inc.(714) 852-8511
National Wats:(800) 525-9217
FAX:(714) 557-5064
2652 McGaw Avenue
Irvine, CA 92714

Telecommunication
Products Corporation.....(717) 267-3939
FAX:(717) 263-1547
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PO Box 476
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Telecorp Systems Inc.....(404) 587-0700
National Wats:(800) 347-9907
FAX:(404) 587-0589
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Vela Research Inc.(813) 572-1230
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WaveCom Electronics Inc.(306) 955-7075
FAX:(306) 955-9919
243 Robin Crescent
Saskatoon, Sask, Canada S7L 6M8

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Zenith Electronics
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Equipment Inc.(215) 675-2053
National Wats:(800) 523-5947
UK Freefone: 0800-894-969
FAX:(215) 675-7543
969 Horsham Road
Horsham, PA 19044

W. Whitaker & Associates, Inc.(317) 447-3345
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Video processors/ combiners

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FAX:(810) 391-9207
3340 S. Lapeer Road
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Drake, R.L. Co.(513) 866-2421
FAX:(513) 866-0806
PO Box 3006
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GI Communications Division(215) 674-4800
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Leitch Incorporated(804) 548-2300
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FAX:(717) 322-5373
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Williamsport, PA 17701-1498

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Ventura, CA 93003

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3150 Delaunay
Laval, Quebec, Canada H7L 5E1

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National Wats:(800) 525-8386
FAX:(303) 779-1749
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FAX:(215) 657-0840
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TW Comcorp.(516) 753-0900
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Schenectady, NY 12301-0739

Lavender Cable TV Services.....(818) 883-3711
FAX:(818) 883-3110
21525 Strathern Street
Canoga Park, CA 91304

Lee Enterprise
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FAX:(402) 365-7856
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Wiring organizers & cable mgt. systems

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 4900 West 78th Street
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 23315 66th Avenue South
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CableTek Wiring Products(216) 365-3889
 National Wats:(800) 562-9378
 FAX:(216) 322-0321
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 Elyria, OH 44035

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 and Cable Corp.(201) 768-5400
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 224 Pegasus Avenue
 Northvale, NJ 07647

Elite Raceway Systems(216) 248-0100
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 FAX:(216) 248-3732
 34600 Solon Road
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 Data Systems, Inc.(414) 887-7651
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Panduit Corp.(708) 532-1800
 National Wats:(800) 777-3300
 FAX:(708) 532-1811
 17301 S. Ridgeland
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Porta Systems Corp.(516) 364-9300
 National Wats:(800) 93 PORTA
 FAX:(516) 682-7760
 575 Underhill Boulevard
 Syosset, NY 11791

Siecor Corporation(704) 327-5000
 FAX:(704) 327-5488
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 Hickory, NC 28603-0489

Thomas & Betts
 Telecom Group(800) 888-0211
 FAX:(901) 680-5139
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 Memphis, TN 38119

Tyton Corporation(414) 355-1130
 National Wats:(800) 537-1512
 FAX:(414) 355-7341
 7930 N. Faulkner Road
 Milwaukee, WI 53224

VDP, Incorporated(505) 524-8959
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Jerry Conn Associates, Inc.(717) 263-8258
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Optical Fiber
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Tolland, CT 06084-0802

CADCO Inc.(214) 271-3651
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MONROE ELECTRONICS INC.

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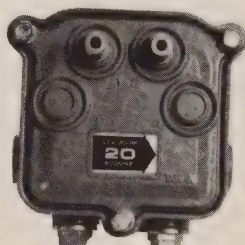
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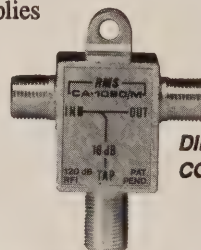
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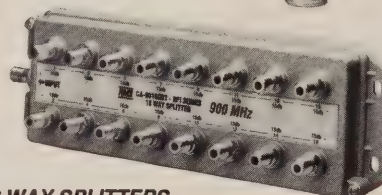
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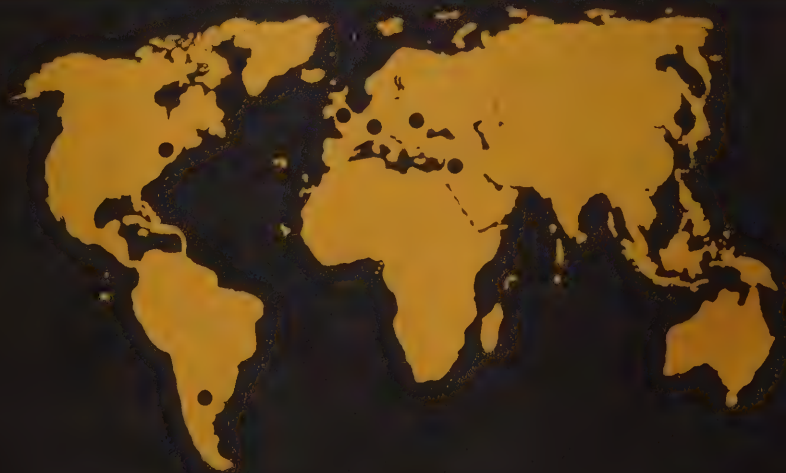


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FAX: (705) 324-5474
50 Mary St. W.
Lindsay, Ontario, Canada K9V 4S7

Multiplex Technology, Inc. (714) 996-4100
National Wats: (800) 999-5225
FAX: (714) 996-4900
3200 East Birch Street
Brea, CA 92621-6258

Philips Broadband
Networks, Inc. (315) 682-9105
National Wats: (800) 448-5171
State Wats: (800) 522-7464
FAX: (315) 682-9006
100 Fairgrounds Dr.
Manlius, NY 13104

ALL CABLE, INC.

TRUNK AMPLIFIERS ♦

Quality RF Services Inc. (407) 747-4998
National Wats: (800) 327-9767
FAX: (407) 744-4618
850 Parkway
Jupiter, FL 33477



Scientific-Atlanta, Inc.
Broadband Communications Group. (800) 433-6222
4261 Communications Drive
Norcross, GA 30093

Sumitomo Electric
Lightwave Corp. (919) 541-8100
National Wats: (800) 358-7378
FAX: (919) 541-8265
78 Alexander Drive
PO Box 13445
Research Triangle Park, NC 27709

Texscan Corporation
Communication Products
Division (915) 772-4400
National Wats: (800) 351-2345
FAX: (915) 591-6984
P.O. Box 16400
El Paso, TX 79906-1400



Triple Crown
Electronics Inc. (905) 629-1111
FAX: (905) 629-1115
4560 Fieldgate Drive
Mississauga, Ontario, Canada L4W 3W6

Western CATV, Inc. (310) 539-8030
National Wats: (800) 551-2288
FAX: (310) 530-5603
3430 Fujita St.
Torrance, CA 90505

DISTRIBUTORS

All Cable, Inc. (203) 235-0883
National Wats: (800) 232-0883
FAX: (203) 686-0299
464 Pratt Street Ext.
PO Box 5057
Meriden, CT 06450

◆ TRUNK AMPLIFIERS

ANTEC (NASDAQ: ANTC)

Domestic and International

Headquarters: (708) 439-4444

National Wats: (800) TO-ANTEC

FAX: (708) 439-8527

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Rolling Meadows, IL 60008

Apex Communication Supply Inc.: (208) 762-5064

: (208) 762-8301

FAX: (208) 772-8576

11100 Airport Drive

Hayden, ID 83835

Arena Services, Inc.: (610) 279-8000

FAX: (610) 279-5805

700 West Washington Street

Norristown, PA 19403

Authorized Parts Co.: (708) 658-6900

FAX: (708) 658-0582

208 Berg St.

Algonquin, IL 60102

B.E. Duval Co.: (310) 833-0951

FAX: (310) 832-9970

PO Box 5255

San Pedro, CA 90733

Brumfield Network

Communications: (510) 522-3820

National Wats: (800) 839-4262

FAX: (510) 522-5908

1420 Harbor Bay Parkway

Suite 195

Alameda, CA 94502

Cable Services

Company, Inc.: (717) 323-8518

National Wats: (800) 326-9444

FAX: (717) 322-5373

2113 Marydale Avenue

Williamsport, PA 17701-1498

Cable TV Supply Co., L.P.: (818) 457-7252

FAX: (818) 457-7260

1000 South Fremont

Alhambra, CA 91803

CCS Corporation: (812) 829-4833

FAX: (812) 829-4835

54 E. Market St.

PO Box 407

Spencer, IN 47460

Coast CATV Supply Inc.: (909) 272-2360

FAX: (909) 272-3032

314 Elizabeth Lane

Corona, CA 91720

Com-Tek: (816) 826-3011

National Wats: (800) 467-2588

FAX: (816) 826-8461

RR 6, Box 255 B

Sedalia, MO 65301

dB Communications, Inc.: (610) 584-7874

National Wats: (800) 526-2332

FAX: (610) 584-7875

4007 Skippack Pike

P.O. Box 1268

Skippack, PA 19474

dB-tronics, Inc.: (803) 574-0155

National Wats: (800) 356-2730

FAX: (803) 574-0383

145 Tradd Street

Spartanburg, SC 29301

Holland Electronics Corp.: (805) 339-9060

National Wats: (800) 628-4511

FAX: (805) 339-9064

4219 Transport Street

Ventura, CA 93003

Incospec Inc.: (514) 686-0033

FAX: (514) 688-7709

3150 Delaunay

Laval, Quebec, Canada H7L 5E1

Jerry Conn Associates, Inc.: (717) 263-8258

National Wats: (800) 233-7600

FAX: (717) 263-1547

130 Industrial Drive

Chambersburg, PA 17201-6006

Main Line Equipment, Inc.: (800) 444-2288

FAX: (310) 715-6695

831-837 Sandhill Avenue

Carson, CA 90746

Mega Hertz: (303) 779-1717

National Wats: (800) 525-8386

FAX: (303) 779-1749

6940 S. Holly Circle

Suite 200

Englewood, CO 80112

MicroSat: (404) 643-0250

National Wats: (800) 438-0812

FAX: (404) 643-0899

4343 Shallowford Road

Suite F3

Marietta, GA 30062

Multicom, Inc.: (407) 331-7779

National Wats: (800) 423-2594

FAX: (407) 339-0204

776 Bennett Drive

Longwood, FL 32750

NCS Industries Inc.: (215) 657-4690

National Wats: (800) 523-2342

FAX: (215) 657-0840

2255- E.Wyandotte Road

Willow Grove, PA 19090

Phoenix TeleTronics, Inc.: (805) 294-1810

National Wats: (800) 714-7884

FAX: (805) 294-1820

26027 Huntington Lane, Suite D

Valencia, CA 91355

Pitts, T.R. Co.: (507) 452-2629

National Wats: (800) 533-8092

458 West Sanborn Street

PO Box 57

Winona, MN 55987

Power & Telephone

Supply Co.: (901) 324-6116

National Wats: (800) 238-7514

FAX: (901) 320-3082

2673 Yale Avenue

Memphis, TN 38112-3335

Quality RF Services Inc.: (407) 747-4998

National Wats: (800) 327-9767

FAX: (407) 744-4618

850 Parkway

Jupiter, FL 33477

RMS Electronics, Inc.: (201) 601-9191

National Wats: (800) 223-8312

FAX: (201) 601-0011

41 - 51 Hartz Way

Secaucus, NJ 07094

RMT Engineering Inc.: (916) 366-3240

National Wats: (800) 228-0633

FAX: (916) 366-3240

9779 Business Park Dr. Ste I

Sacramento, CA 95827

Scott Cable

Communications, Inc.: (516) 694-7157

FAX: (516) 694-5174

PO Box 562

Farmingdale, NY 11735

Signal Vision Inc.: (714) 586-3196

FAX: (714) 586-3952

27002 Vista Terrace

Lake Forest, CA 92630

Spectrum: (817) 267-2288

National Wats: (800) 628-0088

FAX: (817) 354-8445

803 Forest Ridge

Suite 108

Bedford, TX 76022

TRUNK AMPLIFIERS ♦

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 National Wats: (800) 639-2288
 FAX: (913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

TCL Sales & Distribution, Inc. (909) 279-8054
 National Wats: (800) 334-8251
 FAX: (909) 279-5199
 1701 Delilah Street
 Corona, CA 91719

Telewire Supply (303) 799-4343
 National Wats: (800) 232-9378
 FAX: (303) 643-4797
 94 Inverness Terrace East
 Suite 310
 Englewood, CO 80112

TM Brokers (208) 683-2797
 (208) 683-2019
 (208) 683-3998
 FAX: (208) 683-2374
 5402 Highway 95
 Cocolalla, ID 83813

Toner Cable
 Equipment Inc. (215) 675-2053
 National Wats: (800) 523-5947
 UK Freefone: 0800-894-969
 FAX: (215) 675-7543
 969 Horsham Road
 Horsham, PA 19044

Tulsat Corp. (918) 251-2887
 National Wats: (800) 331-5997
 FAX: (918) 251-1138
 1605 E. Iola
 Broken Arrow, OK 74012

W. Whitaker & Associates, Inc. ... (317) 447-3345
 National Wats: (800) 433-8775
 FAX: (317) 447-5064
 120 Professional Ct., Suite A
 PO Box 6327
 Lafayette, IN 47903-6327

Washington Cable
 Supply, Inc. (301) 577-1200
 National Wats: (800) 888-0738
 FAX: (301) 577-5551
 4600-D Boston Way
 Lanham, MD 20706

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Arena Services, Inc. (610) 279-8000
 FAX: (610) 279-5805
 700 West Washington Street
 Norristown, PA 19403

Beta Tech Communications, Inc. ... (602) 931-8977
 FAX: (602) 451-7712
 5816 W. San Miguel Avenue #A3
 Glendale, AZ 85301

BK Labs, Inc. (714) 546-7712
 National Wats: (800) 635-8469
 FAX: (714) 546-7014
 3633 W. MacArthur
 Suite 411
 Santa Ana, CA 92704

C-COR Electronics, Inc. (814) 238-2461
 National Wats: (800) 233-2267
 FAX: (800) 238-4065
 60 Decibel Road
 State College, PA 16801

Cable Link, Inc. (614) 221-3131
 FAX: (614) 222-0581
 280 Cozzins St.
 Columbus, OH 43215

Cable Services
 Company, Inc. (717) 323-8518
 National Wats: (800) 326-9444
 FAX: (717) 322-5373
 2113 Marydale Avenue
 Williamsport, PA 17701-1498

CableShope Inc. (518) 489-2100
 FAX: (518) 489-0269
 One Prospect Avenue
 Albany, NY 12206

CCS Corporation (812) 829-4833
 FAX: (812) 829-4835
 54 E. Market St.
 PO Box 407
 Spencer, IN 47460

Century Repair &
 Service Co., Inc. (714) 671-2800
 FAX: (714) 671-1228
 1150 W. Central Ave.
 Suite B
 Brea, CA 92621

Coast CATV Supply Inc. (909) 272-2360
 FAX: (909) 272-3032
 314 Elizabeth Lane
 Corona, CA 91720

Commercial
 Electronics, Inc. (703) 386-7451
 National Wats: (800) 247-5883
 PO Box 519
 209 East Jackson St.
 Gate City, VA 24251

CONTEC (518) 382-8000
 National Wats: (800) 382-2723
 FAX: (518) 382-8452
 1023 State Street
 PO Box 739
 Schenectady, NY 12301-0739

Digitrace, Inc. (810) 234-1301
 FAX: (810) 234-9037
 2040 S. Saginaw
 Flint, MI 48503

Electronic Comm. Inc. (502) 449-4608
 National Wats: (800) 726-1475
 4721 Dixie Highway
 Louisville, KY 40216

Lavender Cable TV Services. (818) 883-3711
 FAX: (818) 883-3110
 21525 Strathern Street
 Canoga Park, CA 91304

Lee Enterprise
 A Division of Diamond W
 Investments, Inc. (402) 365-7520
 National Wats: (800) 551-0096
 FAX: (402) 365-7856
 623 Fourth St.
 PO Box 590
 Deshler, NE 68340

NCS Industries Inc. (215) 657-4690
 National Wats: (800) 523-2342
 FAX: (215) 657-0840
 2255- E Wyandotte Road
 Willow Grove, PA 19090

Quality RF Services Inc. (407) 747-4998
 National Wats: (800) 327-9767
 FAX: (407) 744-4618
 850 Parkway
 Jupiter, FL 33477

RMT Engineering Inc. (916) 366-3240
 National Wats: (800) 228-0633
 FAX: (916) 366-3240
 9779 Business Park Dr. Ste I
 Sacramento, CA 95827

Tulsat Corp. (918) 251-2887
 National Wats: (800) 331-5997
 FAX: (918) 251-1138
 1605 E. Iola
 Broken Arrow, OK 74012

Batteries

MANUFACTURERS

ANTEC (NASDAQ: ANTC)
Domestic and International
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National Wats: (800) TO-ANTEC
FAX: (708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

B.E. Duval Co. (310) 833-0951
FAX: (310) 832-9970
PO Box 5255
San Pedro, CA 90733

Hawker Energy Products Inc. (913) 362-4898
National Wats: (800) 730-7733
FAX: (913) 362-3993
4318 Rainbow Boulevard
Suite 730
Kansas City, KS 66103

Performance Cable
TV Products (404) 475-3192
PO Box 947
Roswell, GA 30077

Power Battery Company, Inc. (201) 523-8630
FAX: (201) 523-3023
25 McLean Blvd.
Paterson, NJ 07514-1507

Western CATV, Inc. (310) 539-8030
National Wats: (800) 551-2288
FAX: (310) 530-5603
3430 Fujita St.
Torrance, CA 90505

DISTRIBUTORS

All Cable, Inc. (203) 235-0883
National Wats: (800) 232-0883
FAX: (203) 686-0299
464 Pratt Street Ext.
PO Box 5057
Meriden, CT 06450



Alpha Technologies (360) 647-2360
FAX: (360) 671-4936
3767 Alpha Way
Bellingham, WA 98225

ANTEC (NASDAQ: ANTC)
Domestic and International
Headquarters. (708) 439-4444
National Wats: (800) TO-ANTEC
FAX: (708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

Authorized Parts Co. (708) 658-6900
FAX: (708) 658-0582
208 Berg St.
Algonquin, IL 60102

B.E. Duval Co. (310) 833-0951
FAX: (310) 832-9970
PO Box 5255
San Pedro, CA 90733

Brumfield Network
Communications (510) 522-3820
National Wats: (800) 839-4262
FAX: (510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

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Company, Inc. (717) 323-8518
National Wats: (800) 326-9444
FAX: (717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Cable TV Supply Co., L.P. (818) 457-7252
FAX: (818) 457-7260
1000 South Fremont
Alhambra, CA 91803

Coast CATV Supply Inc. (909) 272-2360
FAX: (909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

Com-Tek (816) 826-3011
National Wats: (800) 467-2588
FAX: (816) 826-8461
RR 6, Box 255 B
Sedalia, MO 65301

Comm/net Systems, Inc. (206) 623-8670
National Wats: (800) 274-0544
FAX: (206) 623-8684
Maritime Building, Suite 565
911 Western Avenue
Seattle, WA 98104

Mega Hertz (303) 779-1717
National Wats: (800) 525-8386
FAX: (303) 779-1749
6940 S. Holly Circle
Suite 200
Englewood, CO 80112

MicroSat. (404) 643-0250
National Wats: (800) 438-0812
FAX: (404) 643-0899
4343 Shallowford Road, Suite F3
Marietta, GA 30062

NCS Industries Inc. (215) 657-4690
National Wats: (800) 523-2342
FAX: (215) 657-0840
2255- E. Wyandotte Road
Willow Grove, PA 19090

Power Guard. (334) 742-0055
National Wats: (800) 288-1507
FAX: (334) 742-0058
506 Walker Street
PO Box 2796
Opelika, AL 36801

Power & Telephone
Supply Co. (901) 324-6116
National Wats: (800) 238-7514
FAX: (901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

RF Technologies. (516) 467-5080
National Wats: (800) 678-2122
FAX: (516) 467-5394
4250 Veteran's Memorial Highway
Suite 290E
Holbrook, NY 11741

RMS Electronics, Inc. (201) 601-9191
National Wats: (800) 223-8312
FAX: (201) 601-0011
41 - 51 Hartz Way
Secaucus, NJ 07094

RMT Engineering Inc. (916) 366-3240
National Wats: (800) 228-0633
FAX: (916) 366-3240
9779 Business Park Dr. Ste I
Sacramento, CA 95827

DIGITAL TRANSPORT SYSTEMS ◆

Scott Cable
Communications, Inc. (516) 694-7157
FAX: (516) 694-5174
PO Box 562
Farmingdale, NY 11735

Signal Vision Inc. (714) 586-3196
FAX: (714) 586-3952
27002 Vista Terrace
Lake Forest, CA 92630

Spectrum (817) 267-2288
National Wats: (800) 628-0088
FAX: (817) 354-8445
803 Forest Ridge
Suite 108
Bedford, TX 76022

Sprint/North Supply (913) 791-7000
National Wats: (800) 639-2288
FAX: (913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Swid Sales Corp. (708) 205-9191
FAX: (312) 478-2444
P.O. Box 582
Northbrook, IL 60065

Telewire Supply (303) 799-4343
National Wats: (800) 232-9378
FAX: (303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

TVC Incorporated. (717) 533-4982
National Wats: (800) 233-2147
FAX: (717) 533-6592
1746 E. Chocolate Ave.
Hershey, PA 17033

TW Comcorp. (516) 753-0900
National Wats: (800) 331-9009
FAX: (516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

W. Whitaker & Associates, Inc. ... (317) 447-3345
National Wats: (800) 433-8775
FAX: (317) 447-5064
120 Professional Ct., Suite A
PO Box 6327
Lafayette, IN 47903-6327

Washington Cable
Supply, Inc. (301) 577-1200
National Wats: (800) 888-0738
FAX: (301) 577-5551
4600-D Boston Way
Lanham, MD 20706

REPAIR

BK Labs, Inc. (714) 546-7712
National Wats: (800) 635-8469
FAX: (714) 546-7014
3633 W. MacArthur
Suite 411
Santa Ana, CA 92704

Coast CATV Supply Inc. (909) 272-2360
FAX: (909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

CONTEC (518) 382-8000
National Wats: (800) 382-2723
FAX: (518) 382-8452
1023 State Street
PO Box 739
Schenectady, NY 12301-0739

Digitrace, Inc. (810) 234-1301
FAX: (810) 234-9037
2040 S. Saginaw
Flint, MI 48503

NCS Industries Inc. (215) 657-4690
National Wats: (800) 523-2342
FAX: (215) 657-0840
2255- E. Wyandotte Road
Willow Grove, PA 19090

RMT Engineering Inc. (916) 366-3240
National Wats: (800) 228-0633
FAX: (916) 366-3240
9779 Business Park Dr. Ste I
Sacramento, CA 95827

Digital transport systems

MANUFACTURERS

ADC Telecommunications,
Inc. (612) 938-8080
National Wats: (800) 366-3891
FAX: (612) 946-3292
4900 West 78th Street
Minneapolis, MN 55435

ADC Video Systems (Formerly
American Lightwave Systems, Inc.) (203) 630-5770
FAX: (203) 630-5701
999 Research Parkway
Meriden, CT 06450-8323

ADTRAN (205) 971-8000
National Wats: (800) 326-3700
FAX: (205) 971-8116
901 Explorer Boulevard
Huntsville, AL 35806-2807

Alcatel Network Systems, Inc. (214) 996-5000
National Wats: (800) ALCATEL
FAX: (214) 996-5409
1225 North Alma Road
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ANTEC (NASDAQ: ANTC)
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2850 W. Golf Road
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AT&T. (303) 290-2170
FAX: (303) 290-4375
6160 S. Syracuse Way, Suite 100
Englewood, CO 80111

Bosch Telecom, Inc. (301) 670-9777
FAX: (301) 670-3992
9201 Gaither Road
Gaithersburg, MD 20877-1439

Digital Equipment Corporation ... (508) 692-2562
FAX: (508) 392-0603
550 King Street
Littleton, MA 01460

DTS Inc. (Formerly Digital Transmission
Systems Inc.) (404) 798-1300
Technical Support: (800) 955-1387
e-mail: support@dts.netra.com
FAX: (404) 798-1325
3000 Northwoods Parkway, Building 330
Norcross, GA 30071

Ericsson Inc. (800) 288-ERIC
FAX: (214) 680-9643
1010 East Arapaho Road
Richardson, TX 75081

Ericsson Raynet (415) 324-6400
FAX: (415) 324-6666
155 Constitution Drive
Menlo Park, CA 94025-1106

FrameRate Labs, Inc. (801) 487-0069
E-Mail Address: FRL@XMISSION.COM
FAX: (801) 487-0522
3007 South West Temple, Suite H
Salt Lake City, UT 84115

◆ DIGITAL TRANSPORT SYSTEMS



IPITEK (619) 438-8382
FAX: (619) 438-2412
 2330 Faraday Avenue
 Carlsbad, CA 92008

MultiVail Inc. (305) 530-8500
FAX: (305) 530-1720
 999 South Bayshore Drive, #905
 Miami, FL 33131-2930

NEC America, Inc. (516) 753-7000
FAX: (516) 753-7434
 8 Corporate Center Drive
 Melville, NY 11747

Northern Telecom
 Broadband Networks. (404) 661-5995
 National Wats: (800) NORTHERN
FAX: (404) 661-5784
 One Ravinia Drive
 Suite 200
 Atlanta, GA 30346



PHILIPS

**Philips Broadband
 Networks, Inc.** (315) 682-9105
National Wats: (800) 448-5171
State Wats: (800) 522-7464
FAX: (315) 682-9006
 100 Fairgrounds Dr.
 Manlius, NY 13104

Synchronous
 Communications. (408) 362-4800
FAX: (408) 362-4826
 77 Las Colinas Lane
 San Jose, CA 95119

Tadiran Electronic Industries, Inc.. (813) 536-3222
FAX: (813) 535-3506
 573 Myerlake Circle
 Clearwater, FL 34620

Tellabs, Inc. (708) 969-8800
 National Wats: (800) 445-6501
FAX: (708) 852-7346
 4951 Indiana Avenue
 Lisle, IL 60532

TV/COM International (619) 451-1500
FAX: (619) 451-1505
 16516 Via Esprillo
 San Diego, CA 92127

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Incospec Inc.. (514) 686-0033
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 Laval, Quebec, Canada H7L 5E1

Jerry Conn Associates, Inc. (717) 263-8258
 National Wats: (800) 233-7600
FAX: (717) 263-1547
 130 Industrial Drive
 Chambersburg, PA 17201-6006

K.E.S. (Klungness Electronic Supply)
FAX: (906) 774-6117
 101 Merritt Avenue
 PO Box 885
 Iron Mountain, MI 49801

REPAIR

CONTEC (518) 382-8000
 National Wats: (800) 382-2723
FAX: (518) 382-8452
 1023 State Street
 PO Box 739
 Schenectady, NY 12301-0739

Microwave equipment

MANUFACTURERS

Alcatel Network Systems, Inc. (214) 996-5000
 National Wats: (800) ALCATEL
FAX: (214) 996-5409
 1225 North Alma Road
 Richardson, TX 75081-2206

Antennas
 for Communications (904) 687-4121
FAX: (904) 687-1203
 350 Cypress Road
 Ocala, FL 34472

AVCOM of Virginia, Inc. (804) 794-2500
FAX: (804) 794-8284
 500 Southlake Blvd.
 Richmond, VA 23236



**Blonder Tongue
 Laboratories, Inc.** (908) 679-4000
FAX: (908) 679-4353
 One Jake Brown Road
 Old Bridge, NJ 08857

Cable AML Inc. (310) 793-0812
FAX: (310) 793-0817
 20000 Mariner Ave
 Suite 450
 Torrance, CA 90503

Channel Master
 Division of Avnet, Inc. (919) 934-9711
FAX: (919) 989-2200
 PO Box 1416
 Industrial Park Drive
 Smithfield, NC 27577

Communications &
 Energy Corporation. (315) 452-0709
 National Wats: (800) 882-1584
FAX: (315) 452-0732
 7395 Taft Park Drive
 East Syracuse, NY 13057

MICROWAVE EQUIPMENT ◆

DTS Inc. (Formerly Digital Transmission Systems Inc.) (404) 798-1300
 Technical Support: (800) 955-1387
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 3000 Northwoods Parkway, Building 330
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Ericsson Inc. (800) 288-ERIC
 FAX: (214) 680-9643
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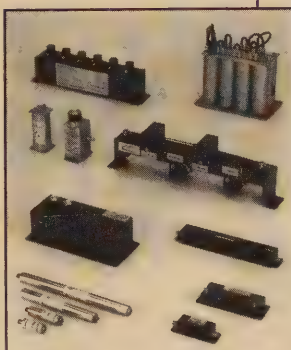
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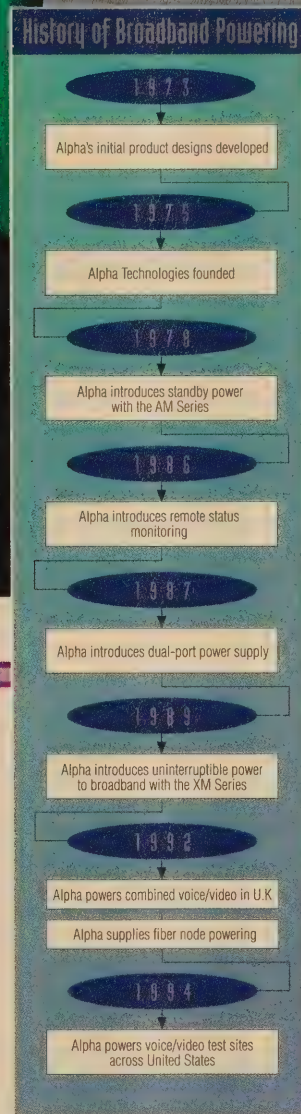
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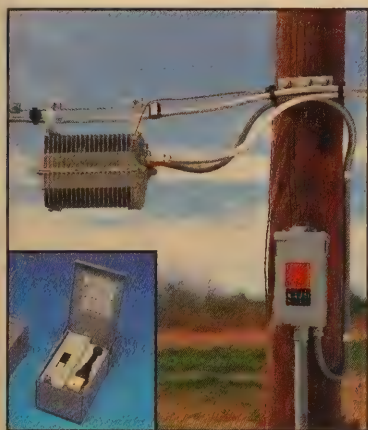


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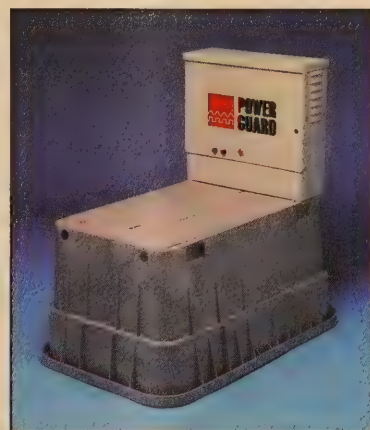


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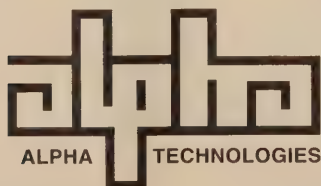
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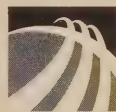
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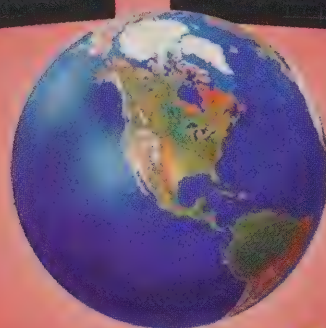
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 10800 Biscayne Blvd. #800
 Miami, FL 33161

LANcity Corporation(508) 475-4050
 National Wats:.....(800) LANcity
 FAX:.....(508) 475-0550
 100 Brickstone Square
 4th Floor
 Andover, MA 01810

Microware Systems Corporation.....(515) 224-1929
 National Wats:.....(800) 475-9000
 FAX:.....(515) 224-1352
 1900 N.W. 114th Street
 Des Moines, IA 50325



Pioneer New Media Technologies, Inc.

Pioneer New Media Technologies, Inc......(310) 952-2111
National Wats:.....(800) 421-6450
FAX:.....(310) 952-2990
 2265 E. 220th Street
 Long Beach, CA 90810



Scientific-Atlanta, Inc.
Broadband Communications Group (800) 433-6222
 4261 Communications Drive
 Norcross, GA 30093

Siemens Stromberg-Carlson.....(407) 955-6054
 FAX:.....(407) 955-8351
 900 Broken Sound Parkway
 Boca Raton, FL 33487

TV/COM International.....(619) 451-1500
 FAX:.....(619) 451-1505
 16516 Via Esprillo
 San Diego, CA 92127

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 National Wats:.....(800) 551-2288
 FAX:.....(310) 530-5603
 3430 Fujita St.
 Torrance, CA 90505



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FAX:.....(708) 391-8569
 1000 Milwaukee Avenue
 Glenview, IL 60025

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(208) 762-8301
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 FAX:.....(610) 279-5805
 700 West Washington Street
 Norristown, PA 19403

Authorized Parts Co.(708) 658-6900
 FAX:.....(708) 658-0582
 208 Berg St.
 Algonquin, IL 60102

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 FAX:.....(215) 657-9578
 2500 Office Center, Suite #300
 Willow Grove, PA 19090-1224

Cable TV Supply Co., L.P.(818) 457-7252
 FAX:.....(818) 457-7260
 1000 South Fremont
 Alhambra, CA 91803

Capella
 Telecommunications Inc.(905) 985-9911
 Canada-wide:.....(800) 668-0175
 FAX:.....(905) 985-9592
 60 Vanedward Drive, Unit 6
 Port Perry, Ontario, Canada L9L 1G3

CCS Corporation(812) 829-4833
 FAX:.....(812) 829-4835
 54 E. Market St.
 PO Box 407
 Spencer, IN 47460

Incospec Inc.(514) 686-0033
 FAX:.....(514) 688-7709
 3150 Delaunay
 Laval, Quebec, Canada H7L 5E1

Jones Surplus.....(619) 757-3008
 FAX:.....(619) 757-4048
 302 Oceanside Boulevard
 Oceanside, CA 92054

Multicom, Inc.(407) 331-7779
 National Wats:.....(800) 423-2594
 FAX:.....(407) 339-0204
 776 Bennett Drive
 Longwood, FL 32750

Sprint/North Supply(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

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700 West Washington Street
Norristown, PA 19403

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FAX:.....(602) 451-7712
5816 W. San Miguel Avenue #A3
Glendale, AZ 85301

Cable Link, Inc.....(614) 221-3131
FAX:.....(614) 222-0581
280 Cozzins St.
Columbus, OH 43215

Cable Technologies
International, Inc.(215) 657-3300
FAX:.....(215) 657-9578
2500 Office Center, Suite #300
Willow Grove, PA 19090-1224

CableShope Inc.(518) 489-2100
FAX:.....(518) 489-0269
One Prospect Avenue
Albany, NY 12206

CCS Corporation.....(812) 829-4833
FAX:.....(812) 829-4835
54 E. Market St.
PO Box 407
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CONTEC.....(518) 382-8000
National Wats:.....(800) 382-2723
FAX:.....(518) 382-8452
1023 State Street
PO Box 739
Schenectady, NY 12301-0739

Digitrace, Inc.....(810) 234-1301
FAX:.....(810) 234-9037
2040 S. Saginaw
Flint, MI 48503

Electronic Comm. Inc.(502) 449-4608
National Wats:.....(800) 726-1475
4721 Dixie Highway
Louisville, KY 40216

I-PAC CATV Repair.....(619) 438-8848
National Wats:.....(800) 677-5255
FAX:.....(619) 438-1036
2270 Camino Vida Roble
Suite K
Carlsbad, CA 92009

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FAX:.....(619) 757-4048
302 Oceanside Boulevard
Oceanside, CA 92054

Lavender Cable TV Services(818) 883-3711
FAX:.....(818) 883-3110
21525 Strathern Street
Canoga Park, CA 91304

Northeast Cable
Electronics, Inc.....(203) 443-7675
National Wats:.....(800) 237-6069
FAX:.....(203) 443-7675
115 Ocean Avenue
New London, CT 06320

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FAX:.....(805) 987-8359
460 Calle San Pablo
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FAX:.....(810) 391-9207
3340 S. Lapeer Road
P.O. Box 9
Lake Orion, MI 48361

DH Satellite.....(608) 326-8406
National Wats:.....(800) 627-9443
FAX:.....(608) 326-4233
PO Box 239
Prairie du Chien, WI 53821

Novaplex, Inc.(800) 644-6682
FAX:.....(818) 504-6522
8818 Bradley Ave.
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Rohde & Schwarz, Inc.(301) 459-8800
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4425 Nicole Drive
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National Wats:.....(800) 839-4262
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2673 Yale Avenue
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FAX:.....(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Telewire Supply(303) 799-4343
National Wats:.....(800) 232-9378
FAX:.....(303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

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FAX:.....(518) 382-8452
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National Wats:.....(800) 551-0096
FAX:.....(402) 365-7856
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PO Box 590
Deshler, NE 68340

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National Wats:.....(800) 639-2288
FAX:.....(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

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FAX:.....(203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

Computer Video Solutions
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FAX:.....(717) 738-0789
29 South Charles Street
Ephrata, PA 17522

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Equipment Inc.(514) 374-6335
National Wats:.....(800) 461-3344
FAX:.....(514) 374-9370
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Montreal, Quebec, Canada H1Z 3E4

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National Wats:.....(800) 523-6678
FAX:.....(215) 956-6497
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Hatboro, PA 19040

Hewlett-Packard
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MS 51 LSJ
Santa Clara, CA 95052-9952

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FAX:.....(305) 891-9498
10800 Biscayne Blvd. #800
Miami, FL 33161

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National Wats:.....(800) 475-9000
FAX:.....(515) 224-1352
1900 N.W. 114th Street
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FAX:.....(708) 632-3164
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Siemens Stromberg-Carlson.....(407) 955-6054
FAX:.....(407) 955-8351
900 Broken Sound Parkway
Boca Raton, FL 33487

VIDA Networking
Consultants(410) 561-8860
FAX:.....(410) 561-8862
344 Presway Road
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National Wats:(800)-JUMPERS
FAX:.....(602) 582-2915
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Zenith Electronics
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FAX:.....(708) 391-8569
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Eagle Comtronics, Inc.(315) 622-3402
National Wats:.....(800) 448-7474
FAX:.....(315) 622-3800
4562 Waterhouse Road
Clay, NY 13041

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Equipment Inc.(514) 374-6335
National Wats:.....(800) 461-3344
FAX:.....(514) 374-9370
8265 St. Michel Blvd.
Montreal, Quebec, Canada H1Z 3E4

PECA, Inc.(215) 245-1550
FAX:.....(215) 639-3545
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State Wats:.....(800) 522-7464
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4261 Communications Drive
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FAX:.....(310) 530-5603
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San Pedro, CA 90733

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3150 Delaunay
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600 Industrial Parkway
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Non-addressable
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B.E. Duval Co.(310) 833-0951
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FAX:.....(215) 657-9578
2500 Office Center, Suite #300
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141 Shreve Ave.
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National Wats:.....(800) 563-5557
FAX:.....(604) 420-5941
7725 Lougheed Highway
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8818 Bradley Ave.
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Panasonic Broadcast & Television
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Cable Systems Division(201) 392-4709
FAX:.....(201) 392-6821
One Panasonic Way, 3E-7
Secaucus, NJ 07094

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Broadband Communications Group(800) 433-6222
4261 Communications Drive
Norcross, GA 30093

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900 Broken Sound Parkway
Boca Raton, FL 33487

Viewstar Canada Inc.(416) 789-1285
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 FAX:.....(708) 439-8527
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 FAX:.....(610) 279-5805
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 208 Berg St.
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 FAX:.....(310) 832-9970
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 National Wats:.....(800) 839-4262
 FAX:.....(510) 522-5908
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 Suite 195
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 National Wats:.....(800) 326-9444
 FAX:.....(717) 322-5373
 2113 Marydale Avenue
 Williamsport, PA 17701-1498

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 FAX:.....(215) 657-9578
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 FAX:.....(812) 829-4835
 54 E. Market St.
 PO Box 407
 Spencer, IN 47460

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 FAX:.....(909) 272-3032
 314 Elizabeth Lane
 Corona, CA 91720

Com-Tek.....(816) 826-3011
 National Wats:.....(800) 467-2588
 FAX:.....(816) 826-8461
 RR 6, Box 255 B
 Sedalia, MO 65301

dB-tronics, Inc.(803) 574-0155
 National Wats:.....(800) 356-2730
 FAX:.....(803) 574-0383
 145 Tradd Street
 Spartanburg, SC 29301

Incospec Inc.(514) 686-0033
 FAX:.....(514) 688-7709
 3150 Delaunay
 Laval, Quebec, Canada H7L 5E1

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 FAX:.....(619) 757-4048
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 National Wats:.....(800) 624-2288
 FAX:.....(609) 547-5032
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 Barrington, NJ 08007

Main Line Equipment, Inc.(800) 444-2288
 FAX:.....(310) 715-6695
 831-837 Sandhill Avenue
 Carson, CA 90746

Mega Hertz.....(303) 779-1717
 National Wats:.....(800) 525-8386
 FAX:.....(303) 779-1749
 6940 S. Holly Circle
 Suite 200
 Englewood, CO 80112

Multicom, Inc.(407) 331-7775
 National Wats:.....(800) 423-2594
 FAX:.....(407) 339-0204
 776 Bennett Drive
 Longwood, FL 32750

Novaplex, Inc.(800) 644-6682
 FAX:.....(818) 504-6522
 8818 Bradley Ave.
 Sun Valley, CA 91352

Peregrine Communications, Inc.(303) 278-9660
 National Wats:.....(800) 359-9660; (800) 373-0685
 FAX:.....(303) 278-9685
 14818 W 6th Avenue, Suite 16A
 Golden, CO 80401

Pitts, T.R. Co.(507) 452-2629
 National Wats:.....(800) 533-8092
 458 West Sanborn Street
 PO Box 57
 Winona, MN 55987

Power & Telephone
 Supply Co.(901) 324-6110
 National Wats:.....(800) 238-7514
 FAX:.....(901) 320-3082
 2673 Yale Avenue
 Memphis, TN 38112-3335

Spectrum.....(817) 267-2288
 National Wats:.....(800) 628-0088
 FAX:.....(817) 354-8445
 803 Forest Ridge
 Suite 108
 Bedford, TX 76022

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 600 Industrial Parkway
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 94 Inverness Terrace East
 Suite 310
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TM Brokers(208) 683-2797
(208) 683-2019
(208) 683-3998
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 5402 Highway 95
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Equipment Inc.(215) 675-2053
National Wats:.....(800) 523-5947
UK Freefone:.....0800-894-969
FAX:.....(215) 675-7543
969 Horsham Road
Horsham, PA 19044

TVC Incorporated(717) 533-4982
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National Wats:.....(800) 677-5255
FAX:.....(619) 438-1036

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FAX:.....(619) 757-4048
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Lavender Cable TV Services(818) 883-3711
FAX:.....(818) 883-3110
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Canoga Park, CA 91304

Northeast Cable
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National Wats:.....(800) 237-6069
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On-premise addressable systems

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National Wats:.....(800) 467-2588
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MicroSat(404) 643-0250
National Wats:.....(800) 438-0812
FAX:.....(404) 643-0899
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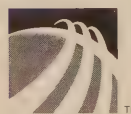
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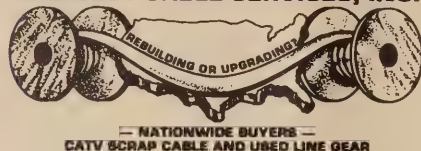
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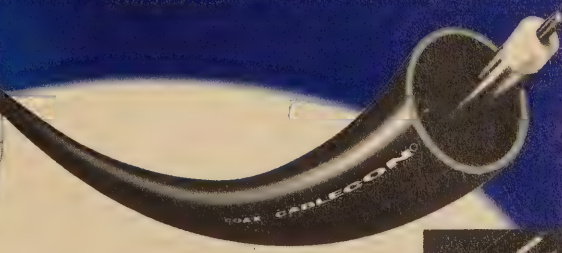
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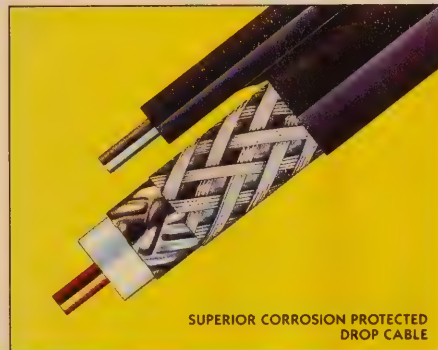
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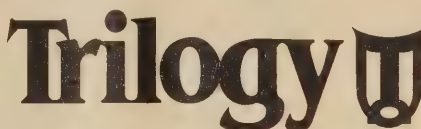
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 Memphis, TN 38112-3335

RMS Electronics, Inc.(201) 601-9191
 National Wats:(800) 223-8312
 FAX:(201) 601-0011
 41 - 51 Hartz Way
 Secaucus, NJ 07094

Scott Cable
 Communications, Inc.(516) 694-7157
 FAX:(516) 694-5174
 PO Box 562
 Farmingdale, NY 11735

Signal Vision Inc.(714) 586-3196
 FAX:(714) 586-3952
 27002 Vista Terrace
 Lake Forest, CA 92630

◆ **GROUNDING, BONDING & LIGHTNING DETERRENT EQUIPMENT**

Spectrum.....(817) 267-2288
 National Wats:.....(800) 628-0088
 FAX:.....(817) 354-8445
 803 Forest Ridge
 Suite 108
 Bedford, TX 76022

Sprint/North Supply.....(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Sunset Enterprises, Inc.....(609) 478-6741
 National Wats:.....(800) 900-9879
 FAX:.....(609) 478-0516
 P.O. Box 135
 Ewan, NJ 08025

Telewire Supply.....(303) 799-4343
 National Wats:.....(800) 232-9378
 FAX:.....(303) 643-4797
 94 Inverness Terrace East
 Suite 310
 Englewood, CO 80112

TM Brokers.....(208) 683-2797
(208) 683-2019
(208) 683-3998
 FAX:.....(208) 683-2374
 5402 Highway 95
 Cocolalla, ID 83813

Toner Cable
 Equipment Inc.....(215) 675-2053
 National Wats:.....(800) 523-5947
 UK Freefone:.....0800-894-969
 FAX:.....(215) 675-7543
 969 Horsham Road
 Horsham, PA 19044

TVC Incorporated.....(717) 533-4982
 National Wats:.....(800) 233-2147
 FAX:.....(717) 533-6592
 1746 E. Chocolate Ave.
 Hershey, PA 17033

TW Comcorp.....(516) 753-0900
 National Wats:.....(800) 331-9009
 FAX:.....(516) 752-7181
 81 Executive Blvd.
 Farmingdale, NY 11735

W. Whitaker & Associates, Inc.....(317) 447-3345
 National Wats:.....(800) 433-8775
 FAX:.....(317) 447-5064
 120 Professional Ct., Suite A
 PO Box 6327
 Lafayette, IN 47903-6327

Washington Cable
 Supply, Inc.....(301) 577-1200
 National Wats:.....(800) 888-0738
 FAX:.....(301) 577-5551
 4600-D Boston Way
 Lanham, MD 20706

White Radio Limited.....(905) 632-6894
 National Wats:.....(800) 263-0733
 FAX:.....(905) 632-6981
 940 Gateway Dr.
 Burlington, Ontario, Canada L7L 5K7

REPAIR

Arena Services, Inc.....(610) 279-8000
 FAX:.....(610) 279-5805
 700 West Washington Street
 Norristown, PA 19403

Coast CATV Supply Inc.....(909) 272-2360
 FAX:.....(909) 272-3032
 314 Elizabeth Lane
 Corona, CA 91720

ComSE Sales Corp.....(404) 963-7870
 National Wats:.....(800) 241-1232
 FAX:.....(404) 962-7539
 75 Grayson Industrial Pkwy.
 Grayson, GA 30221

NCS Industries Inc.....(215) 657-4690
 National Wats:.....(800) 523-2342
 FAX:.....(215) 657-0840
 2255- E.Wyandotte Road
 Willow Grove, PA 19090

Grounding, bonding & lightning deterrent equipment

MANUFACTURERS

ADSCO Line Products.....(713) 223-1179
 National Wats:.....(800) 247-6484
 FAX:.....(713) 223-5529
 100 Jackson @ Commerce
 Houston, TX 77002

AMP
 Product Information Center.....(800) 522-6752
 FAX:.....(717) 986-7575
 PO Box 3608
 Harrisburg, PA 17105-3609

Antronix.....(908) 446-2626
 FAX:.....(908) 446-2717
 Gedi Corporate Park
 Englishtown, NJ 07726

Automated Light
 Technologies Inc.....(203) 872-0065
 National Wats:.....(800) 229-4ALT
 FAX:.....(203) 872-6439
 P.O. Box 802
 Tolland, CT 06084-0802

Cable Innovations Inc.....(404) 962-5146
 National Wats:.....(800) 952-5146
 FAX:.....(404) 962-6133
 288 King Arthur Dr.
 Lawrenceville, GA 30245

Citel, Inc.
 1111 Parkcentre Blvd.....(305) 621-0022
 National Wats:.....(800) 248-3548
 FAX:.....(305) 621-0766
 Suite 474
 Miami, FL 33169

Diamond Communication
 Products, Inc.....(908) 789-1400
 FAX:.....(908) 789-7975
 500 North Ave.
 Garwood, NJ 07027

Eritech®, Inc.....(910) 944-3355
 National Wats:.....(800) 476-2156
 FAX:.....(910) 944-2511
 PO Box 487
 Aberdeen, NC 28315

Gabriel Electronics, Inc.....(207) 883-5161
 FAX:.....(207) 883-4469
 PO Box 70
 Scarborough, ME 04070-0070



Joslyn Electronic Systems Corp.....(805) 968-3551
National Wats:.....(800) 752-8068
FAX:.....(805) 968-2335
 6868 Cortona Drive
 Goleta, CA 93117

Joslyn Manufacturing Co.....(312) 625-1500
 FAX:.....(800) 443-7380
 9200 W. Fullerton Avenue
 Franklin Park, IL 60131

GROUNDING, BONDING & LIGHTNING DETERRENT EQUIPMENT ◆

LeBlanc Communications Inc.....(214) 934-1894
National Wats:.....(800) 231-2311
FAX:.....(214) 934-1893
12801 North Central Expressway
North Central Plaza III, Suite 150
Dallas, TX 75243

Lightning Eliminators
& Consultants, Inc.....(303) 447-2828
FAX:.....(303) 447-8122
6687 Arapahoe Road
Boulder, CO 80303

Lightning Master Corp.....(813) 447-6800
FAX:.....(813) 461-3177
1920 Sherwood Street
PO Box 6017
Clearwater, FL 34618-6017

Lourdes Industries, Inc.....(516) 234-6600
National Wats:.....(800) 358-0303
State Wats:.....(800) 368-3728
FAX:.....(516) 234-7595
65 Hoffman Avenue
Hauppauge, NY 11788

PICO MACOM, Inc.....(818) 897-0028
National Wats:.....(800) 421-6511
FAX:.....(818) 899-1165
12500 Foothill Blvd.
Lakeview Terrace, CA 91342

PolyPhaser Corporation.....(702) 782-2511
National Wats:.....(800) 325-7170
FAX:.....(702) 782-4476
PO Box 9000
Minden, NV 89423-9000

Power Guard.....(334) 742-0055
National Wats:.....(800) 288-1507
FAX:.....(334) 742-0058
506 Walker Street
PO Box 2796
Opelika, AL 36801

Sachs Communications Inc.....(404) 382-4114
National Wats:.....(800) 829-7224
FAX:.....(404) 386-5482
211 Stonewall St.
Cartersville, GA 30120

Thomas & Betts
Telecom Group.....(800) 888-0211
FAX:.....(901) 680-5139
1555 Lynnfield Road
Memphis, TN 38119

3M Telecom
Systems Division.....(512) 984-3400
National Wats:.....(800) 426-8688
FAX:.....(512) 984-6628
6801 River Place Blvd.
Austin, TX 78726-9000

Western CATV, Inc.(310) 539-8030
National Wats:.....(800) 551-2288
FAX:.....(310) 530-5603
3430 Fujita St.
Torrance, CA 90505

DISTRIBUTORS

ANTEC (NASDAQ: ANTC)
Domestic and International
Headquarters.....(708) 439-4444
National Wats:.....(800) TO-ANTEC
FAX:.....(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

Arena Services, Inc.(610) 279-8000
FAX:.....(610) 279-5805
700 West Washington Street
Norristown, PA 19403

Brumfield Network
Communications.....(510) 522-3820
National Wats:.....(800) 839-4262
FAX:.....(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

Cable Services
Company, Inc.(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Cable TV Supply Co., L.P.(818) 457-7252
FAX:.....(818) 457-7260
1000 South Fremont
Alhambra, CA 91803

Coast CATV Supply Inc.(909) 272-2360
FAX:.....(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

Com-Tek.....(816) 826-3011
National Wats:.....(800) 467-2588
FAX:.....(816) 826-8461
RR 6, Box 255 B
Sedalia, MO 65301

Comm/net Systems, Inc.(206) 623-8670
National Wats:.....(800) 274-0544
FAX:.....(206) 623-8684
Maritime Building, Suite 565
911 Western Avenue
Seattle, WA 98104

dB Communications, Inc.....(610) 584-7874
National Wats:.....(800) 526-2332
FAX:.....(610) 584-7875
4007 Skippack Pike
P.O. Box 1268
Skippack, PA 19474

Incospec Inc.(514) 686-0033
FAX:.....(514) 688-7709
3150 Delaunay
Laval, Quebec, Canada H7L 5E1

K.E.S. (Klungness Electronic Supply)
FAX:.....(906) 774-6117
101 Merritt Avenue
PO Box 885
Iron Mountain, MI 49801

MicroSat(404) 643-0250
National Wats:.....(800) 438-0812
FAX:.....(404) 643-0899
4343 Shallowford Road
Suite F3
Marietta, GA 30062

Multicom, Inc.(407) 331-7779
National Wats:.....(800) 423-2594
FAX:.....(407) 339-0204
776 Bennett Drive
Longwood, FL 32750

NCS Industries Inc.(215) 657-4690
National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

Phoenix TeleTronics, Inc.(805) 294-1810
National Wats:.....(800) 714-7884
FAX:.....(805) 294-1820
26027 Huntington Lane, Suite D
Valencia, CA 91355

Pitts, T.R. Co.....(507) 452-2629
National Wats:.....(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987

Power & Telephone
Supply Co.....(901) 324-6116
National Wats:.....(800) 238-7514
FAX:.....(901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

◆ **HEAVY EQUIPMENT**

RMS Electronics, Inc.(201) 601-9191
National Wats:.....(800) 223-8312
FAX:.....(201) 601-0011
41 - 51 Hartz Way
Secaucus, NJ 07094

Scott Cable
Communications, Inc.(516) 694-7157
FAX:.....(516) 694-5174
PO Box 562
Farmingdale, NY 11735

Signal Vision Inc.....(714) 586-3196
FAX:.....(714) 586-3952
27002 Vista Terrace
Lake Forest, CA 92630

Spectrum.....(817) 267-2288
National Wats:.....(800) 628-0088
FAX:.....(817) 354-8445
803 Forest Ridge
Suite 108
Bedford, TX 76022

Sprint/North Supply(913) 791-7000
National Wats:.....(800) 639-2288
FAX:.....(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Sunset Enterprises, Inc.(609) 478-6741
National Wats:.....(800) 900-9879
FAX:.....(609) 478-0516
P.O. Box 135
Ewan, NJ 08025

Telewire Supply(303) 799-4343
National Wats:.....(800) 232-9378
FAX:.....(303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

TM Brokers(208) 683-2797
.....(208) 683-2019
.....(208) 683-3998
FAX:.....(208) 683-2374
5402 Highway 95
Cocolalla, ID 83813

TVC Incorporated(717) 533-4982
National Wats:.....(800) 233-2147
FAX:.....(717) 533-6592
1746 E. Chocolate Ave.
Hershey, PA 17033

TW Comcorp.....(516) 753-0900
National Wats:.....(800) 331-9009
FAX:.....(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

W. Whitaker & Associates, Inc.....(317) 447-3345
National Wats:.....(800) 433-8775
FAX:.....(317) 447-5064
120 Professional Ct., Suite A
PO Box 6327
Lafayette, IN 47903-6327

Washington Cable
Supply, Inc.(301) 577-1200
National Wats:.....(800) 888-0738
FAX:.....(301) 577-5551
4600-D Boston Way
Lanham, MD 20706

REPAIR

Arena Services, Inc.(610) 279-8000
FAX:.....(610) 279-5805
700 West Washington Street
Norristown, PA 19403

CableShoppe Inc.(518) 489-2100
FAX:.....(518) 489-0269
One Prospect Avenue
Albany, NY 12206

Coast CATV Supply Inc.(909) 272-2360
FAX:.....(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

NCS Industries Inc.(215) 657-4690
National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

**Heavy equipment
(trenchers, plows,
etc.)**

MANUFACTURERS

Anthony's Manufacturing
Service(719) 475-PLOW (7569)
National Wats:(800) 383-PLOW
FAX:.....(719) 475-7569
109 S. Chestnut
Colorado Springs, CO 80905

ATI Incorporated.....(319) 922-2981
National Wats:.....(800) 922-2981
FAX:.....(319) 922-2130
PO Box 266
Delhi, IA 52223

Carlton International
Manufacturing Corp.(817) 284-5144
National Wats:.....(800) 255-9311
FAX:.....(817) 595-0680
1509 Central Park Dr.
Hurst, TX 76053

Ditch Witch®(405) 336-4402
National Wats:.....(800) 654-6481
FAX:.....(405) 336-3458
PO Box 66
Perry, OK 73077

E-Z Trench(803) 756-6444
FAX:.....(803) 756-6442
1665 Highway 701 South
Loris, SC 29569

Line Ward Corp.(716) 675-7373
National Wats:.....(800) 816-9621
FAX:.....(716) 674-5334
157 Seneca Creek Road
Buffalo, NY 14224

Parsons Trenchers
Seaman-Maxon Inc.(414) 351-3457
FAX:.....(414) 351-9057
3204 West Mill Road
Milwaukee, WI 53209

StraightLine Manufacturing, Inc.....(316) 283-5511
National Wats:.....(800) 654-3484
1450 S. Spencer Road
P.O. Box 388
Newton, KS 67114

TT Technologies, Inc.(708) 851-8200
National Wats:.....(800) 533-2078
FAX:.....(708) 851-8299
1771 Mallette Road
Aurora, IL 60505

Underground Equipment
and Supply Co.....(713) 448-8444
National Wats:.....(800) 633-3756
FAX:.....(713) 448-0600
10006 Airline Dr.
Houston, TX 77037

Vermeer Manufacturing(515) 628-3141
National Wats:.....(800) 829-0051
FAX:.....(515) 621-7734
PO Box 200
New Sharon Road
Pella, IA 50219

DISTRIBUTORS

ANTEC (NASDAQ: ANTC)
Domestic and International
Headquarters.....(708) 439-4444
National Wats:.....(800) TO-ANTEC
FAX:.....(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

Pitts, T.R. Co.....(507) 452-2629
National Wats:.....(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987

Telewire Supply(303) 799-4343
National Wats:.....(800) 232-9378
FAX:.....(303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

Material (strand,
sealants, heat shrink,
etc.)

MANUFACTURERS

ADSCO Line Products.....(713) 223-1179
National Wats:.....(800) 247-6484
FAX:.....(713) 223-5529
100 Jackson @ Commerce
Houston, TX 77002

Advanced Communications
International, Inc. (ADCOM).....(702) 453-8655
National Wats:.....(800) 923-2664
FAX:.....(702) 453-2120
51 North Pecos Road, Suite 108
Las Vegas, NV 89101

Arnco Corporation(216) 322-1000
National Wats:.....(800) 321-7914
FAX:.....(216) 323-7111
860 Garden Street
Elyria, OH 44035

B.E. Duval Co.(310) 833-0951
FAX:.....(310) 832-9970
PO Box 5255
San Pedro, CA 90733

Bekaert Corporation(404) 421-8520
National Wats:.....(800) 241-4126
FAX:.....(404) 421-8521
1395 South Marietta Parkway,
Bldg. 500, Suite 100
Marietta, GA 30067

GE Silicones.....(800) 255-8886
FAX:.....(518) 233-2642
260 Hudson River Road
Waterford, NY 12188

Integral Corporation(214) 818-5100
National Wats:.....(800) 527-2168
FAX:.....(214) 823-4845
PO Box 151369
Dallas, TX 75315-1369

Multilink.....(216) 366-6966
National Wats:.....(800) 678-4510
FAX:.....(216) 366-6802
587 Ternes Avenue
PO Box 955
Elyria, OH 44035

Siecor Corporation(704) 327-5000
FAX:.....(704) 327-5488
P.O. Box 489
Hickory, NC 28603-0489

Tapecoat Co.(708) 866-8500
FAX:.....(708) 866-8596
PO Box 631
Evanston, IL 60204

Vikimatic Sales, Inc.(216) 335-1588
National Wats:.....(800) 345-8454
FAX:.....(216) 336-7650
600 Plum Creek Drive
PO Box 629
Wadsworth, OH 44281

Western CATV, Inc.(310) 539-8030
National Wats:.....(800) 551-2288
FAX:.....(310) 530-5603
3430 Fujita St.
Torrance, CA 90505

White Sands
Jumper Cables.....(602) 581-0331
National Wats:(800)-JUMPERS
FAX:.....(602) 582-2915
335 West Melinda
Phoenix, AZ 85027

DISTRIBUTORS

Advanced Communications
International, Inc. (ADCOM).....(702) 453-8655
National Wats:.....(800) 923-2664
FAX:.....(702) 453-2120
51 North Pecos Road, Suite 108
Las Vegas, NV 89101

ANTEC (NASDAQ: ANTC)
Domestic and International
Headquarters.....(708) 439-4444
National Wats:(800) TO-ANTEC
FAX:.....(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

B.E. Duval Co.(310) 833-0951
FAX:.....(310) 832-9970
PO Box 5255
San Pedro, CA 90733

Brumfield Network
Communications.....(510) 522-3820
National Wats:.....(800) 839-4262
FAX:.....(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

Budco(918) 252-3420
National Wats:.....(800) 331-2246
FAX:.....(918) 252-1997
PO Box 3065
Tulsa, OK 74101

Cable Services
Company, Inc.(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Cable TV Supply Co., L.P.(818) 457-7252
FAX:.....(818) 457-7260
1000 South Fremont
Alhambra, CA 91803

Coast CATV Supply Inc.(909) 272-2360
FAX:.....(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

dB-tronics, Inc.(803) 574-0155
National Wats:.....(800) 356-2730
FAX:.....(803) 574-0383
145 Tradd Street
Spartanburg, SC 29301

◆ PEDESTALS AND ENCLOSURES

Jerry Conn Associates, Inc.(717) 263-8258
 National Wats:(800) 233-7600
 FAX:(717) 263-1547
 130 Industrial Drive
 Chambersburg, PA 17201-6006

John Weeks Enterprises(404) 963-7870
 National Wats:(800) 241-1232
 FAX:(800) 329-8008
 75 Grayson Industrial Pkwy.
 Grayson, GA 30221

K.E.S. (Klungness Electronic Supply)
 FAX:(906) 774-6117
 101 Merritt Avenue
 PO Box 885
 Iron Mountain, MI 49801

MicroSat(404) 643-0250
 National Wats:(800) 438-0812
 FAX:(404) 643-0899
 4343 Shallowford Road
 Suite F3
 Marietta, GA 30062

Multicom, Inc.(407) 331-7779
 National Wats:(800) 423-2594
 FAX:(407) 339-0204
 776 Bennett Drive
 Longwood, FL 32750

Multilink(216) 366-6966
 National Wats:(800) 678-4510
 FAX:(216) 366-6802
 587 Ternes Avenue
 PO Box 955
 Elyria, OH 44035

Pitts, T.R. Co.(507) 452-2629
 National Wats:(800) 533-8092
 458 West Sanborn Street
 PO Box 57
 Winona, MN 55987

Power & Telephone
 Supply Co.(901) 324-6116
 National Wats:(800) 238-7514
 FAX:(901) 320-3082
 2673 Yale Avenue
 Memphis, TN 38112-3335

RMS Electronics, Inc.(201) 601-9191
 National Wats:(800) 223-8312
 FAX:(201) 601-0011
 41 - 51 Hartz Way
 Secaucus, NJ 07094

Scott Cable
 Communications, Inc.(516) 694-7157
 FAX:(516) 694-5174
 PO Box 562
 Farmingdale, NY 11735

Signal Vision Inc.(714) 586-3196
 FAX:(714) 586-3952
 27002 Vista Terrace
 Lake Forest, CA 92630

Sprint/North Supply(913) 791-7000
 National Wats:(800) 639-2288
 FAX:(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Sunset Enterprises, Inc.(609) 478-6741
 National Wats:(800) 900-9879
 FAX:(609) 478-0516
 P.O. Box 135
 Ewan, NJ 08025

Telewire Supply(303) 799-4343
 National Wats:(800) 232-9378
 FAX:(303) 643-4797
 94 Inverness Terrace East
 Suite 310
 Englewood, CO 80112

TM Brokers(208) 683-2797
(208) 683-2019
(208) 683-3998
 FAX:(208) 683-2374
 5402 Highway 95
 Cocolalla, ID 83813

Toner Cable
 Equipment Inc.(215) 675-2053
 National Wats:(800) 523-5947
 UK Freefone: 0800-894-969
 FAX:(215) 675-7543
 969 Horsham Road
 Horsham, PA 19044

TVC Incorporated(717) 533-4982
 National Wats:(800) 233-2147
 FAX:(717) 533-6592
 1746 E. Chocolate Ave.
 Hershey, PA 17033

TW Comcorp(516) 753-0900
 National Wats:(800) 331-9009
 FAX:(516) 752-7181
 81 Executive Blvd.
 Farmingdale, NY 11735

W. Whitaker & Associates, Inc.(317) 447-3345
 National Wats:(800) 433-8775
 FAX:(317) 447-5064
 120 Professional Ct., Suite A
 PO Box 6327
 Lafayette, IN 47903-6327

Washington Cable
 Supply, Inc.(301) 577-1200
 National Wats:(800) 888-0738
 FAX:(301) 577-5551
 4600-D Boston Way
 Lanham, MD 20706

White Radio Limited(905) 632-6894
 National Wats:(800) 263-0733
 FAX:(905) 632-6981
 940 Gateway Dr.
 Burlington, Ontario, Canada L7L 5K7

REPAIR

CableShope Inc.(518) 489-2100
 FAX:(518) 489-0269
 One Prospect Avenue
 Albany, NY 12206

Coast CATV Supply Inc.(909) 272-2360
 FAX:(909) 272-3032
 314 Elizabeth Lane
 Corona, CA 91720

Pedestals and enclosures

MANUFACTURERS

ADC Telecommunications,
 Inc.(612) 938-8080
 National Wats:(800) 366-3891
 FAX:(612) 946-3292
 4900 West 78th Street
 Minneapolis, MN 55435

ANTEC (NASDAQ: ANTC)
 Domestic and International
 Headquarters(708) 439-4444
 National Wats:(800) TO-ANTEC
 FAX:(708) 439-8527
 2850 W. Golf Road
 Rolling Meadows, IL 60008

B.E. Duval Co.(310) 833-0951
 FAX:(310) 832-9970
 PO Box 5255
 San Pedro, CA 90733

Benner-Nawman Inc.(707) 746-0500
 National Wats:(800) 992-3833
 FAX:(707) 745-0681
 3070-B Bay Vista Court
 Benicia, CA 94510



Cable Security.....(334) 742-0050
National Wats:.....(800) 288-1506
FAX:.....(334) 742-0058
506 Walker Street
PO Box 2796
Opelika, AL 36801

CableTek Wiring Products.....(216) 365-3889
National Wats:.....(800) 562-9378
FAX:.....(216) 322-0321
1150 Taylor St.
Elyria, OH 44035

Carson-Brooks Plastics, Inc.(800) 735-5566
FAX:.....(909) 592-7971
2120 Auto Centre Drive
Glendora, CA 91740

Channell Commercial Corp.(909) 694-9160
National Wats:.....(800) 423-1863
FAX:.....(909) 694-9170
26040 Ynez Road
PO Box 9022
Temecula, CA 92589-9022

Christy Concrete Products Inc.(800) 486-7070
FAX:.....(800) 486-6804
44100 Christy Street
Fremont, CA 94538

ComPedCo Inc.
Parent Company: Milbank
Manufacturing Company(816) 483-5314
FAX:.....(816) 483-6357
PO Box 419028
Kansas City, MO 64141-0028

Diversified Control, Inc.(716) 822-0700
FAX:.....(716) 822-0740
3333 California Rd.
Orchard Park, NY 14127

Federal Telecom Inc.
P.O. Box 630(815) 338-6000
FAX:.....(815) 648-2649
12121 Route 173
Hebron, IL 60034

Fujitsu Network Transmission
Systems.....(214) 690-6000
FAX:.....(214) 497-6990
2801 Telecom Parkway
Richardson, TX 75243

Hennessy Products
National Wats.....(800) 950-7146
FAX:.....(717) 264-1634
910 Progress Road
PO Box 509
Chambersburg, PA 17201

Joslyn Electronic Systems Corp.....(805) 968-3551
National Wats:.....(800) 752-8068
FAX:.....(805) 968-2335
6868 Cortona Drive
Goleta, CA 93117

Keptel, Inc.(908) 389-8800
FAX:.....(908) 389-3746
56 Park Road
Tinton Falls, NJ 07724

Lectro Products, Inc(706) 543-1904
National Wats:.....(800) 551-3790
FAX:.....(706) 548-5493
420 Athena Drive
Athens, GA 30601

Mo.Ped Company Inc.(904) 479-3308
FAX:.....(904) 484-3071
10100 Old Palafox Road
Pensacola, FL 32534

Moore Diversified Products, Inc.(606) 299-6288
National Wats:.....(800) 769-1441
FAX:.....(606) 299-6653
1441 Sunshine Lane
Lexington, KY 40505-2918

Multilink(216) 366-6966
National Wats:.....(800) 678-4510
FAX:.....(216) 366-6802
587 Ternes Avenue
PO Box 955
Elyria, OH 44035

Porta Systems Corp.....(516) 364-9300
National Wats:.....(800) 93 PORTA
FAX:.....(516) 682-7760
575 Underhill Boulevard
Syosset, NY 11791

Preformed Line
Products Company(216) 461-5200
FAX:.....(216) 442-8816
PO Box 91129
Cleveland, OH 44101

Quazite(615) 986-9726
National Wats:.....(800) 346-3062
State Wats:(800) 346-3062
FAX:.....(615) 986-0585
3621 Industrial Park Drive

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Reliance Comm/Tec
Reliable Electric Division(708) 455-8010
FAX:.....(708) 451-5516
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Franklin Park, IL 60131

Siecor Corporation(704) 327-5000
FAX:.....(704) 327-5488
P.O. Box 489
Hickory, NC 28603-0489

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Products Inc.....(206) 455-9159
FAX:.....(206) 453-1182
2110 116th Avenue N.E.
Bellevue, WA 98004

Telecrafter Products(303) 986-0086
National Wats:.....(800) 257-2448
FAX:.....(303) 986-1042
12687 W. Cedar Drive
Suite 100
Lakewood, CO 80228

Thomas & Betts
Telecom Group.....(800) 888-0211
FAX:.....(901) 680-5139
1555 Lynnfield Road
Memphis, TN 38119

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National Wats:.....(800) 645-7600
FAX:.....(407) 998-3712
6454 E. Rogers Circle
Boca Raton, FL 33487

Western CATV, Inc.(310) 539-8030
National Wats:.....(800) 551-2288
FAX:.....(310) 530-5603
3430 Fujita St.
Torrance, CA 90505

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National Wats:.....(800) 232-0883
FAX:.....(203) 686-0299
464 Pratt Street Ext.
PO Box 5057
Meriden, CT 06450

ANTEC (NASDAQ: ANTC)
Domestic and International
Headquarters.....(708) 439-4444
National Wats:(800) TO-ANTEC
FAX:.....(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

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 P.O. Box 571
 Danielson, CT 06239-0571

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 FAX:.....(310) 832-9970
 PO Box 5255
 San Pedro, CA 90733

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 Communications.....(510) 522-3820
 National Wats:.....(800) 839-4262
 FAX:.....(510) 522-5908
 1420 Harbor Bay Parkway
 Suite 195
 Alameda, CA 94502

Budco(918) 252-3420
 National Wats:.....(800) 331-2246
 FAX:.....(918) 252-1997
 PO Box 3065
 Tulsa, OK 74101

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 FAX:.....(717) 322-5373
 2113 Marydale Avenue
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Cable TV Supply Co., L.P.(818) 457-7252
 FAX:.....(818) 457-7260
 1000 South Fremont
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Channell Commercial Corp.(909) 694-9160
 National Wats:.....(800) 423-1863
 FAX:.....(909) 694-9170
 26040 Ynez Road
 PO Box 9022
 Temecula, CA 92589-9022

Coast CATV Supply Inc.(909) 272-2360
 FAX:.....(909) 272-3032
 314 Elizabeth Lane
 Corona, CA 91720

ComSE Sales Corp.....(404) 963-7870
 National Wats:.....(800) 241-1232
 FAX:.....(404) 962-7539
 75 Grayson Industrial Pkwy.
 Grayson, GA 30221

dB Communications, Inc.....(610) 584-7874
 National Wats:.....(800) 526-2332
 FAX:.....(610) 584-7875
 4007 Skippack Pike
 P.O. Box 1268
 Skippack, PA 19474

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 FAX:.....(514) 688-7709
 3150 Delaunay
 Laval, Quebec, Canada H7L 5E1

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 National Wats:.....(800) 233-7600
 FAX:.....(717) 263-1547
 130 Industrial Drive
 Chambersburg, PA 17201-6006

John Weeks Enterprises(404) 963-7870
 National Wats:.....(800) 241-1232
 FAX:.....(800) 329-8008
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 Grayson, GA 30221

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 101 Merritt Avenue
 PO Box 885
 Iron Mountain, MI 49801

Mega Hertz(303) 779-1717
 National Wats:.....(800) 525-8386
 FAX:.....(303) 779-1749
 6940 S. Holly Circle
 Suite 200
 Englewood, CO 80112

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 FAX:.....(407) 339-0204
 776 Bennett Drive
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 National Wats:.....(800) 678-4510
 FAX:.....(216) 366-6802
 587 Termes Avenue
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 National Wats:.....(800) 523-2342
 FAX:.....(215) 657-0840
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 Willow Grove, PA 19090

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 FAX:.....(805) 294-1820
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 Valencia, CA 91355

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 458 West Sanborn Street
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 National Wats:.....(800) 238-7514
 FAX:.....(901) 320-3082
 2673 Yale Avenue
 Memphis, TN 38112-3335

RMS Electronics, Inc.(201) 601-9191
 National Wats:.....(800) 223-8312
 FAX:.....(201) 601-0011
 41 - 51 Hartz Way
 Secaucus, NJ 07094

Scott Cable
 Communications, Inc.(516) 694-7157
 FAX:.....(516) 694-5174
 PO Box 562
 Farmingdale, NY 11735

Signal Vision Inc.....(714) 586-3196
 FAX:.....(714) 586-3952
 27002 Vista Terrace
 Lake Forest, CA 92630

Spectrum.....(817) 267-2288
 National Wats:.....(800) 628-0088
 FAX:.....(817) 354-8445
 803 Forest Ridge
 Suite 108
 Bedford, TX 76022

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 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Telewire Supply(303) 799-4343
 National Wats:.....(800) 232-9378
 FAX:.....(303) 643-4797
 94 Inverness Terrace East
 Suite 310
 Englewood, CO 80112

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(208) 683-2019
(208) 683-3998
 FAX:.....(208) 683-2374
 5402 Highway 95
 Cocolalla, ID 83813

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 Equipment Inc.(215) 675-2053
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 UK Freefone: 0800-894-969
 FAX:.....(215) 675-7543
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 Horsham, PA 19044

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FAX:.....(717) 533-6592
1746 E. Chocolate Ave.
Hershey, PA 17033

TW Comcorp.....(516) 753-0900
National Wats:.....(800) 331-9009
FAX:.....(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

W. Whitaker & Associates, Inc.....(317) 447-3345
National Wats:.....(800) 433-8775
FAX:.....(317) 447-5064
120 Professional Ct., Suite A
PO Box 6327
Lafayette, IN 47903-6327

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National Wats:.....(800) 888-0738
FAX:.....(301) 577-5551
4600-D Boston Way
Lanham, MD 20706

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FAX:.....(518) 489-0269
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314 Elizabeth Lane
Corona, CA 91720

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National Wats:.....(800) 241-1232
FAX:.....(404) 962-7539
75 Grayson Industrial Pkwy.
Grayson, GA 30221

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National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
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210 N. Allen
Centralia, MO 65240

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FAX:.....(713) 223-5529
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Houston, TX 77002

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National Wats:(800) TO-ANTEC
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2850 W. Golf Road
Rolling Meadows, IL 60008

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500 North Ave.
Garwood, NJ 07027

Joslyn Manufacturing Co.(312) 625-1500
FAX:.....(800) 443-7380
9200 W. Fullerton Avenue
Franklin Park, IL 60131

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FAX:.....(216) 442-8816
PO Box 91129
Cleveland, OH 44101

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FAX:.....(404) 386-5482
211 Stonewall St.
Cartersville, GA 30120

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FAX:.....(901) 680-5139
1555 Lynnfield Road
Memphis, TN 38119

Tyton Corporation.....(414) 355-1130
National Wats:.....(800) 537-1512
FAX:.....(414) 355-7341
7930 N. Faulkner Road
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National Wats:.....(800) 645-7600
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.....(208) 762-8301
FAX:.....(208) 772-8576
11100 Airport Drive
Hayden, ID 83835

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FAX:.....(610) 279-5805
700 West Washington Street
Norristown, PA 19403

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FAX:.....(310) 832-9970
PO Box 5255
San Pedro, CA 90733

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FAX:.....(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

Budco(918) 252-3420
National Wats:.....(800) 331-2246
FAX:.....(918) 252-1997
PO Box 3065
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National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
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Williamsport, PA 17701-1498

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FAX:.....(818) 457-7260
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Alhambra, CA 91803

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FAX:.....(909) 272-3032
314 Elizabeth Lane
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 National Wats:.....(800) 467-2588
 FAX:.....(816) 826-8461
 RR 6, Box 255 B
 Sedalia, MO 65301

Jerry Conn Associates, Inc.....(717) 263-8258
 National Wats:.....(800) 233-7600
 FAX:.....(717) 263-1547
 130 Industrial Drive
 Chambersburg, PA 17201-6006

K.E.S. (Klungness Electronic Supply)
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 101 Merritt Avenue
 PO Box 885
 Iron Mountain, MI 49801

Multicom, Inc.....(407) 331-7779
 National Wats:.....(800) 423-2594
 FAX:.....(407) 339-0204
 776 Bennett Drive
 Longwood, FL 32750

NCS Industries Inc.....(215) 657-4690
 National Wats:.....(800) 523-2342
 FAX:.....(215) 657-0840
 2255- E.Wyandotte Road
 Willow Grove, PA 19090

Pitts, T.R. Co.....(507) 452-2629
 National Wats:.....(800) 533-8092
 458 West Sanborn Street
 PO Box 57
 Winona, MN 55987

Power & Telephone
 Supply Co.....(901) 324-6116
 National Wats:.....(800) 238-7514
 FAX:.....(901) 320-3082
 2673 Yale Avenue
 Memphis, TN 38112-3335

Scott Cable
 Communications, Inc.....(516) 694-7157
 FAX:.....(516) 694-5174
 PO Box 562
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Sprint/North Supply.....(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Telewire Supply.....(303) 799-4343
 National Wats:.....(800) 232-9378
 FAX:.....(303) 643-4797
 94 Inverness Terrace East
 Suite 310
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TM Brokers.....(208) 683-2797
(208) 683-2019
(208) 683-3998
 FAX:.....(208) 683-2374
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TVC Incorporated.....(717) 533-4982
 National Wats:.....(800) 233-2147
 FAX:.....(717) 533-6592
 1746 E. Chocolate Ave.
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TW Comcorp.....(516) 753-0900
 National Wats:.....(800) 331-9009
 FAX:.....(516) 752-7181
 81 Executive Blvd.
 Farmingdale, NY 11735

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 National Wats:.....(800) 888-0738
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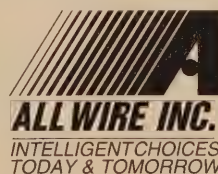
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Arnco Corporation.....(216) 322-1000
 National Wats:.....(800) 321-7914
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Arrow Fastener Co. Inc.....(201) 843-6900
 FAX:.....(201) 843-3911
 271 Mayhill St.
 Saddlebrook, NJ 07662

Auto-Gen Electric/
 Division Mercantile Mfg.....(405) 237-3533
 National Wats:.....(800) 345-1903
 FAX:.....(405) 233-9008
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FAX:.....(602) 272-7372
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Phoenix, AZ 85040

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FAX:.....(315) 792-2672
2220 Bleecker Street
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PO Box 599033
Chicago, IL 60659-9033

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Lakewood, CO 80214

Lemco Tool Corp.(717) 494-0620
National Wats:.....(800) 233-8713
FAX:.....(717) 494-0860
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Cogan Station, PA 17728

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FAX:.....(606) 299-6653
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Clarence Center, NY 14032



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FAX:.....(203) 635-3631
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1450 S. Spencer Road
P.O. Box 388
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Tailgater, Inc.(408) 424-7710
National Wats:.....(800) 424-LIDS
FAX:.....(408) 424-1231
627 Brunken Avenue
Suite D
Salinas, CA 93901

Telecrafter Products(303) 986-0086
National Wats:.....(800) 257-2448
FAX:.....(303) 986-1042
12687 W. Cedar Drive
Suite 100
Lakewood, CO 80228

Thomas & Betts
Telecom Group(800) 888-0211
FAX:.....(901) 680-5139
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TT Technologies, Inc.(708) 851-8200
National Wats:.....(800) 533-2078
FAX:.....(708) 851-8299
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National Wats:.....(800) 537-1512
FAX:.....(414) 355-7341
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Milwaukee, WI 53224

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FAX:.....(407) 998-3712
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FAX:.....(510) 522-5908
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National Wats:.....(800) 331-2246
FAX:.....(918) 252-1997
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314 Elizabeth Lane
Corona, CA 91720

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FAX:.....(816) 826-8461
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P.O. Box 1268
Skippack, PA 19474

Holland Electronics Corp.....(805) 339-9060
National Wats:.....(800) 628-4511
FAX:.....(805) 339-9064
4219 Transport Street
Ventura, CA 93003

Incospec Inc.(514) 686-0033
FAX:.....(514) 688-7709
3150 Delaunay
Laval, Quebec, Canada H7L 5E1

Jensen Tools(800) 426-1194
FAX:.....(800) 366-9662
7815 South 46th Street
Phoenix, AZ 85044

Jerry Conn Associates, Inc.....(717) 263-8258
National Wats:.....(800) 233-7600
FAX:.....(717) 263-1547
130 Industrial Drive
Chambersburg, PA 17201-6006

K.E.S. (Klungness Electronic Supply)
FAX:.....(906) 774-6117
101 Merritt Avenue
PO Box 885
Iron Mountain, MI 49801

Larson Electronics.....(817) 387-0002
311 S. Locust
Denton, TX 76201

MicroSat(404) 643-0250
National Wats:.....(800) 438-0812
FAX:.....(404) 643-0899
4343 Shallowford Road
Suite F3
Marietta, GA 30062

Multicom, Inc.(407) 331-7779
National Wats:.....(800) 423-2594
FAX:.....(407) 339-0204
776 Bennett Drive
Longwood, FL 32750

Multilink.....(216) 366-6966
National Wats:.....(800) 678-4510
FAX:.....(216) 366-6802
587 Ternes Avenue
PO Box 955
Elyria, OH 44035

NCS Industries Inc.(215) 657-4690
National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

Pitts, T.R. Co.....(507) 452-2629
National Wats:.....(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987

Power & Telephone
Supply Co.....(901) 324-6116
National Wats:.....(800) 238-7514
FAX:.....(901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

RMS Electronics, Inc.(201) 601-9191
National Wats:.....(800) 223-8312
FAX:.....(201) 601-0011
41 - 51 Hartz Way
Secaucus, NJ 07094

Scott Cable
Communications, Inc.(516) 694-7157
FAX:.....(516) 694-5174
PO Box 562
Farmingdale, NY 11735

Signal Vision Inc.....(714) 586-3196
FAX:.....(714) 586-3952
27002 Vista Terrace
Lake Forest, CA 92630

Spectrum.....(817) 267-2288
National Wats:.....(800) 628-0088
FAX:.....(817) 354-8445
803 Forest Ridge
Suite 108
Bedford, TX 76022

Sprint/North Supply(913) 791-7000
National Wats:.....(800) 639-2288
FAX:.....(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

COAST CATV SUPPLY INC.

TOOLS ♦

Sunset Enterprises, Inc.(609) 478-6741
National Wats:.....(800) 900-9879
FAX:.....(609) 478-0516
P.O. Box 135
Ewan, NJ 08025

Telewire Supply(303) 799-4343
National Wats:.....(800) 232-9378
FAX:.....(303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

TVC Incorporated(717) 533-4982
National Wats:.....(800) 233-2147
FAX:.....(717) 533-6592
1746 E. Chocolate Ave.
Hershey, PA 17033

TW Comcorp.....(516) 753-0900
National Wats:.....(800) 331-9009
FAX:.....(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

W. Whitaker & Associates, Inc.....(317) 447-3345
National Wats:.....(800) 433-8775
FAX:.....(317) 447-5064
120 Professional Ct., Suite A
PO Box 6327
Lafayette, IN 47903-6327

Washington Cable
Supply, Inc.(301) 577-1200
National Wats:.....(800) 888-0738
FAX:.....(301) 577-5551
4600-D Boston Way
Lanham, MD 20706

White Radio Limited.....(905) 632-6894
National Wats:.....(800) 263-0733
FAX:.....(905) 632-6981
940 Gateway Dr.
Burlington, Ontario, Canada L7L 5K7

REPAIR

Amherst International, Inc.
Amherst Engineering Corp.(813) 925-9292
FAX:.....(813) 925-9291
63 Sarasota Center Blvd.
Sarasota, FL 34240

Coast CATV Supply Inc.(909) 272-2360
FAX:.....(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

◆ TOWERS

NCS Industries Inc.(215) 657-4690
National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

ComSE Sales Corp.(404) 963-7870
National Wats:.....(800) 241-1232
FAX:.....(404) 962-7539
75 Grayson Industrial Pkwy.
Grayson, GA 30221

Towers

MANUFACTURERS

LeBlanc Communications Inc.(214) 934-1894
National Wats:.....(800) 231-2311
FAX:.....(214) 934-1893
12801 North Central Expressway
North Central Plaza III, Suite 150
Dallas, TX 75243

Microflect Co., Inc.(503) 363-9267
National Wats:.....(800) 547-2151
FAX:.....(503) 363-4613
3575 25th St. SE
PO Box 12985
Salem, OR 97309

Sabre
Communications Corp.(712) 258-6690
FAX:.....(712) 258-8250
PO Box 536
Sioux City, IA 51102

Valmont Industries Inc.
Communication Products/I.C.P.D... (402) 359-2201
National Wats:.....(800) 825-6668
FAX:.....(402) 359-5856
W. Highway 275
PO Box 358
Valley, NE 68064-0358

DISTRIBUTORS

Cable Services
Company, Inc.(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Cable TV Supply Co., L.P.(818) 457-7252
FAX:.....(818) 457-7260
1000 South Fremont
Alhambra, CA 91803

Capella
Telecommunications Inc.(905) 985-9911
Canada-wide:.....(800) 668-0175
FAX:.....(905) 985-9592
60 Vanedward Drive, Unit 6
Port Perry, Ontario, Canada L9L 1G3

Incospec Inc.(514) 686-0033
FAX:.....(514) 688-7709
3150 Delaunay
Laval, Quebec, Canada H7L 5E1

John Weeks Enterprises(404) 963-7870
National Wats:.....(800) 241-1232
FAX:.....(800) 329-8008
75 Grayson Industrial Pkwy.
Grayson, GA 30221

Multicom, Inc.(407) 331-7779
National Wats:.....(800) 423-2594
FAX:.....(407) 339-0204
776 Bennett Drive
Longwood, FL 32750

NCS Industries Inc.(215) 657-4690
National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

Pitts, T.R. Co.(507) 452-2629
National Wats:.....(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987

Sprint/North Supply(913) 791-7000
National Wats:.....(800) 639-2288
FAX:.....(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Telewire Supply(303) 799-4343
National Wats:.....(800) 232-9378
FAX:.....(303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

Toner Cable
Equipment Inc.(215) 675-2053
National Wats:.....(800) 523-5947
UK Freefone:.....0800-894-969
FAX:.....(215) 675-7543
969 Horsham Road
Horsham, PA 19044

REPAIR

ComSE Sales Corp.(404) 963-7870
National Wats:.....(800) 241-1232
FAX:.....(404) 962-7539
75 Grayson Industrial Pkwy.
Grayson, GA 30221

NCS Industries Inc.(215) 657-4690
National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

Underground hardware

MANUFACTURERS

ADSCO Line Products(713) 223-1179
National Wats:.....(800) 247-6484
FAX:.....(713) 223-5529
100 Jackson @ Commerce
Houston, TX 77002

Anthony's Manufacturing
Service(719) 475-PLOW (7569)
National Wats:(800) 383-PLOW
FAX:.....(719) 475-7569
109 S. Chestnut
Colorado Springs, CO 80905

B.E. Duval Co.(310) 833-0951
FAX:.....(310) 832-9970
PO Box 5255
San Pedro, CA 90733

Christy Concrete Products Inc.(800) 486-7070
FAX:.....(800) 486-6804
44100 Christy Street
Fremont, CA 94538

Eritech®, Inc.(910) 944-3355
National Wats:.....(800) 476-2156
FAX:.....(910) 944-2511
PO Box 487
Aberdeen, NC 28315

Lourdes Industries, Inc.(516) 234-6600
National Wats:.....(800) 358-0303
State Wats:(800) 368-3728
FAX:.....(516) 234-7595
65 Hoffman Avenue
Hauppauge, NY 11788

UNDERGROUND HARDWARE ◆

McLaughlin Mfg. Co.(803) 277-5870
National Wats:.....(800) 435-9320
FAX:.....(803) 235-9661
2006 Perimeter Road
Greenville, SC 29605

Moore Diversified Products, Inc.(606) 299-6288
National Wats:.....(800) 769-1441
FAX:.....(606) 299-6653
1441 Sunshine Lane
Lexington, KY 40505-2918

Multilink.....(216) 366-6966
National Wats:.....(800) 678-4510
FAX:.....(216) 366-6802
587 Termes Avenue
PO Box 955
Elyria, OH 44035

Quazite(615) 986-9726
National Wats:.....(800) 346-3062
State Wats:(800) 346-3062
FAX:.....(615) 986-0585
3621 Industrial Park Drive
Lenoir City, TN 37771

Sachs Communications Inc.(404) 382-4114
National Wats:.....(800) 829-7224
FAX:.....(404) 386-5482
211 Stonewall St.
Cartersville, GA 30120

StraightLine Manufacturing, Inc.(316) 283-5511
National Wats:.....(800) 654-3484
1450 S. Spencer Road
P.O. Box 388
Newton, KS 67114

Tel-Duct Corp.(614) 654-6500
National Wats:.....(800) 433-6931
FAX:.....(614) 654-9790
219 Harmon Ave.
Lancaster, OH 43130

TT Technologies, Inc.(708) 851-8200
National Wats:.....(800) 533-2078
FAX:.....(708) 851-8299
1771 Mallette Road
Aurora, IL 60505

DISTRIBUTORS

ANTEC (NASDAQ: ANTC)
Domestic and International
Headquarters.....(708) 439-4444
National Wats:.....(800) TO-ANTEC
FAX:.....(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

B.E. Duval Co.(310) 833-0951
FAX:.....(310) 832-9970
PO Box 5255
San Pedro, CA 90733

Brumfield Network
Communications.....(510) 522-3820
National Wats:.....(800) 839-4262
FAX:.....(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

Cable Services
Company, Inc.(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Cable TV Supply Co., L.P.(818) 457-7252
FAX:.....(818) 457-7260
1000 South Fremont
Alhambra, CA 91803

Coast CATV Supply Inc.(909) 272-2360
FAX:.....(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

Com-Tek.....(816) 826-3011
National Wats:.....(800) 467-2588
FAX:.....(816) 826-8461
RR 6, Box 255 B
Sedalia, MO 65301

Jerry Conn Associates, Inc.(717) 263-8258
National Wats:.....(800) 233-7600
FAX:.....(717) 263-1547
130 Industrial Drive
Chambersburg, PA 17201-6006

K.E.S. (Klungness Electronic Supply)
FAX:.....(906) 774-6117
101 Merritt Avenue
PO Box 885
Iron Mountain, MI 49801

Multicom, Inc.(407) 331-7779
National Wats:.....(800) 423-2594
FAX:.....(407) 339-0204
776 Bennett Drive
Longwood, FL 32750

Multilink.....(216) 366-6966
National Wats:.....(800) 678-4510
FAX:.....(216) 366-6802
587 Termes Avenue
PO Box 955
Elyria, OH 44035

Pitts, T.R. Co.(507) 452-2629
National Wats:.....(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987

Power & Telephone
Supply Co.(901) 324-6116
National Wats:.....(800) 238-7514
FAX:.....(901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

Scott Cable
Communications, Inc.(516) 694-7157
FAX:.....(516) 694-5174
PO Box 562
Farmingdale, NY 11735

Signal Vision Inc.(714) 586-3196
FAX:.....(714) 586-3952
27002 Vista Terrace
Lake Forest, CA 92630

Sprint/North Supply(913) 791-7000
National Wats:.....(800) 639-2288
FAX:.....(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Sunset Enterprises, Inc.(609) 478-6741
National Wats:.....(800) 900-9879
FAX:.....(609) 478-0516
P.O. Box 135
Ewan, NJ 08025

Telewire Supply(303) 799-4343
National Wats:.....(800) 232-9378
FAX:.....(303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

TVC Incorporated(717) 533-4982
National Wats:.....(800) 233-2147
FAX:.....(717) 533-6592
1746 E. Chocolate Ave.
Hershey, PA 17033

TW Comcorp.....(516) 753-0900
National Wats:.....(800) 331-9009
FAX:.....(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

W. Whitaker & Associates, Inc.(317) 447-3345
National Wats:.....(800) 433-8775
FAX:.....(317) 447-5064
120 Professional Ct., Suite A
PO Box 6327
Lafayette, IN 47903-6327

◆ VEHICLES

Washington Cable
Supply, Inc.(301) 577-1200
National Wats:.....(800) 888-0738
FAX:.....(301) 577-5551
4600-D Boston Way
Lanham, MD 20706

REPAIR

CableShope Inc.(518) 489-2100
FAX:.....(518) 489-0269
One Prospect Avenue
Albany, NY 12206

Coast CATV Supply Inc.(909) 272-2360
FAX:.....(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

Vehicles (trucks, vans, lifts, etc.)

MANUFACTURERS

Adrian Steel Company(800) 677-2726
FAX:.....(517) 265-5834
906 James Street
Adrian, MI 49221

Amphenol CATV Connectors.....(203) 796-2072
National Wats:.....(800) 881-9913
FAX:.....(203) 796-2091
One Kennedy Avenue
Danbury, CT 06810



Armlift
A Division of TG Industries.....(712) 864-3737
FAX:.....(712) 864-3848
PO Box 108
Armstrong, IA 50514

Bob Fischer
Company, Inc.(609) 541-0120
National Wats:.....(800) 852-0120
FAX:.....(609) 541-2546
2765 Lincoln Avenue
Camden, NJ 08105

220

Mobile Tool International, Inc.
Telsta(303) 427-3700
FAX:.....(303) 657-2205
5600 W. 88th Ave.
Westminster, CO 80030

Simon-Telelect Inc.(605) 882-4000
FAX:.....(602) 882-1842
600 Oakwood Road
Watertown, SD 57201

Stellar Industries, Inc.(515) 923-3741
National Wats:.....(800) 392-3015
FAX:.....(515) 923-2812
280 West 3rd St.
Garner, IA 50438

Teco Inc.(219) 747-1631
FAX:.....(219) 747-6732
PO Box 9247
9733 Indianapolis Road
Fort Wayne, IN 46809

The Crown Divisions
State Wats:(800) 525-2485
FAX:.....(216) 262-4095
1654 Old Mansfield Road
Wooster, OH 44691



Time Manufacturing Co.....(817) 776-0900
FAX:.....(817) 776-7531
PO Box 20368
Waco, TX 76702-0368

Vision Cable
Construction, Inc.(816) 966-1736
National Wats:.....(800) 432-1736
FAX:.....(816) 767-0909
9321 Fairwood Dr.
Kansas City, MO 64138

Weather Guard,
Division of Knaack Mfg. Co.....(815) 459-6020
National Wats:.....(800) 456-7865
FAX:.....(815) 459-9097
420 E. Terra Cotta Avenue
Crystal Lake, IL 60014

DISTRIBUTORS

Comm/net Systems, Inc.(206) 623-8670
National Wats:.....(800) 274-0544
FAX:.....(206) 623-8684
Maritime Building, Suite 565
911 Western Avenue
Seattle, WA 98104

Incospec Inc.(514) 686-0033
FAX:.....(514) 688-7709
3150 Delaunay
Laval, Quebec, Canada H7L 5E1

Standard Truck
& Equipment Co.(404) 622-4461
National Wats:.....(800) 241-9357
FAX:.....(800) 243-9357
1155 Hill St. SE
Atlanta, GA 30315

Related equipment and services

Billing equipment and software

MANUFACTURERS

Azar Computer
Software Services, Inc.....(512) 476-5085
National Wats:.....(800) 525-7844
FAX:.....(512) 477-7199
708 W. 8th, Suite B
Austin, TX 78701

Business Systems, Inc.(803) 297-9290
FAX:.....(803) 297-9213
One Marcus Drive #101
P.O. Box 26868
Greenville, SC 29616



CableData.....(916) 636-5800
FAX:.....(916) 636-5645
11020 Sun Center Drive
Rancho Cordova, CA 95670

CCMS, Inc.....(616) 532-7250
FAX:.....(616) 532-8147
1853 R.W. Berends Drive, S.W.
Grand Rapids, MI 49509

**CSG Systems, Inc.****National Wats:**.....(800) 366-2744**FAX:**.....(402) 222-7572

10825 Old Mill Road

Omaha, NE 68154

CABLE *WORKS*™**CUO, Inc.****A subsidiary of USCS**(501) 741-1616**National Wats:**.....(800) 541-8825**FAX:**.....(501) 741-2984

103 Industrial Park, Suite C

PO Box 1062

Harrison, AR 72601

Dees Communications(206) 869-1963

FAX:.....(206) 869-0717

4130 148th Ave. N.E.

Redmond, WA 98052

Digital Equipment Corporation.....(508) 692-2562

FAX:.....(508) 392-0603

550 King Street

Littleton, MA 01460

**EDS**(214) 605-6190**FAX:**.....(214) 605-6201

5400 Legacy, HI-5C-36

Plano, TX 75024

Great Lakes

Data Systems, Inc.....(414) 887-7651

National Wats:.....(800) 882-7950**FAX:**.....(414) 887-7653

1010 DeClark Street

Beaver Dam, WI 53916

News Datacom Inc.(310) 369-3500

FAX:.....(310) 369-3530

2121 Avenue of the Stars

Suite 400

Los Angeles, CA 90067

CONSTRUCTION MANAGEMENT ◆

DISTRIBUTORS

Todd Communications, Inc.....(612) 941-0556

FAX:.....(612) 941-0940

6545 Cecilia Circle

Minneapolis, MN 55439

Toner Cable

Equipment Inc.(215) 675-2053

National Wats:.....(800) 523-5947**UK Freefone:** 0800-894-969**FAX:**.....(215) 675-7543

969 Horsham Road

Horsham, PA 19044

Brokerage services

CCS Corporation(812) 829-4833

FAX:.....(812) 829-4835

54 E. Market St.

PO Box 407

Spencer, IN 47460

Commercial Satellite

Communications (CSC)(619) 943-2231

3089 Clairemont Drive

Suite C-209

San Diego, CA 92117

Collections

Midwest Cable

Services, Inc.(219) 892-5537

National Wats:.....(800) 852-6276**FAX:**.....(219) 892-5624

PO Box 96

16095 Linden Road

Argos, IN 46501

Construction management

Adderley Industries, Inc.(609) 374-1900

FAX:.....(609) 374-1422

1001 Lowerland Rd.

P.O. Box 576

Blackwood, NJ 08012

Broadband Cascades(904) 331-8848

FAX:.....(904) 331-8848

6010 N.W. 132nd Street

Gainesville, FL 32653

Broadband Data

Communications, Inc.(913) 345-2112

FAX:.....(913) 345-0107

10935 West 116th Terrace

Overland Park, KS 66210

C.I.S. (Communications

Information Software, Inc.).....(404) 448-0977

FAX:.....(404) 242-8583

6855 Jimmy Carter Blvd.

Suite 2200

Norcross, GA 30071

Cable Constructors, Inc.(906) 774-6621

National Wats:.....(800) 338-9299**FAX:**.....(906) 774-9120

105 Kent Street

PO Box 190

Iron Mountain, MI 49801

Cable Man, Inc.(601) 374-5832

FAX:.....(601) 374-2198

292 Oak Street

PO Box 393

Biloxi, MS 39533

Cable Services

Company, Inc.(717) 323-8518

National Wats:.....(800) 326-9444**FAX:**.....(717) 322-5373

2113 Marydale Avenue

Williamsport, PA 17701-1498

Cablemasters Corp.(814) 838-1466

National Wats:.....(800) 242-2522**FAX:**.....(814) 838-8713

5663 Swanville Road

Erie, PA 16506

Cadix International Inc.....(404) 804-9951

FAX:.....(404) 804-9949

1200 Ashwood Pkwy

Suite 135

Atlanta, GA 30338

CATV Subscriber

Services, Inc.(910) 273-5553

National Wats:.....(800) 334-0860**FAX:**.....(910) 274-9734

808 Summit Avenue

Greensboro, NC 27405

Commercial Satellite

Communications (CSC)(619) 943-2231

3089 Clairemont Drive

Suite C-209

San Diego, CA 92117

**Commonwealth****Communications Inc.**.....(717) 820-5000**National Wats:**.....(800) 258-9501**FAX:**.....(717) 820-5135

256 N. Sherman Street

Wilkes-Barre, PA 18702

◆ **ENGINEERING AND CONSULTING SERVICES**

Communications
Construction Group Inc.(215) 696-1800
FAX:(215) 696-2371
235 E. Gay St.
PO Box 561
West Chester, PA 19380

Conley & Associates(701) 222-3902
FAX:(701) 222-4815
PO Box 3220
Bismarck, ND 58502-3220

Connecticut Cable Construction & Maintenance,
Inc.(203) 349-1807
FAX:(203) 349-3805
43 Industrial Park Access Road
PO Box 159
Middlefield, CT 06455

E-Cable, Inc.(407) 894-9444
FAX:(407) 894-5443
PO Box 533714
Orlando, FL 32853

Global Network
Technologies Inc.(303) 781-4399
FAX:(303) 781-4285
3333 S. Bannock Street, Suite 410
Englewood, CO 80110

GTS Enterprises, Inc.(404) 591-1670
FAX:(404) 591-1484
508 Industrial Drive
Woodstock, GA 30188

Henkels & McCoy, Inc.(215) 283-7778
FAX:(215) 283-7587
985 Jolly Road
Blue Bell, PA 19422

Hickory Mountain
Associates, Inc.(201) 962-9299
FAX:(201) 962-6544
PO Box 732
38 Catherine Court
Ringwood, NJ 07456

Lavender
Communications Group(818) 883-3711
FAX:(818) 883-3110
21525 Strathern Street
Canoga Park, CA 91304

LeBlanc Communications Inc.(214) 934-1894
National Wats:(800) 231-2311
FAX:(214) 934-1893
12801 North Central Expressway
North Central Plaza III, Suite 150
Dallas, TX 75243

Line Techs Inc.(313) 688-3057
FAX:(313) 688-3336
PO Box 386
6624 Jefferson St.
North Branch, MI 48461

Lourdes Industries, Inc.(516) 234-6600
National Wats:(800) 358-0303
State Wats:(800) 368-3728
FAX:(516) 234-7595
65 Hoffman Avenue
Hauppauge, NY 11788

Midwest Cable
Services, Inc.(219) 892-5537
National Wats:(800) 852-6276
FAX:(219) 892-5624
PO Box 96
16095 Linden Road
Argos, IN 46501

NaCom(614) 895-1313
National Wats:(800) 669-8765
FAX:(614) 895-8942
1900 East Dublin-Granville Rd., #100A
Columbus, OH 43229

OSP Consultants, Inc.(703) 444-1400
National Wats:(800) 444-1400
State Wats:(800) 444-1400
FAX:(703) 444-1403, (703) 444-0356, (800) 677-6079, (800) 677-6078
21400 Ridgetop Circle
Suite 101
Sterling, VA 20166-6511

Quality Cable &
Electronics Inc.(305) 978-8845
FAX:(305) 978-8831
1950 NW 44th Street
Pompano Beach, FL 33064

Rocky Mountain
Fiber Plus, Inc.(303) 621-2820
FAX:(303) 621-2544
33555 County Road #37, PO Box 452
Kiowa, CO 80117

Schenck Construction(360) 668-1300
FAX:(360) 668-1400
8602 Maltby Rd.
PO Box 1530
Woodinville, WA 98072

Siemens Stromberg-Carlson(407) 955-6054
FAX:(407) 955-8351
900 Broken Sound Parkway
Boca Raton, FL 33487

TCS Cable, Inc.(813) 789-6826
National Wats:(800) 999-8270
FAX:(813) 787-5077
2676 West Lake Road
Palm Harbor, FL 34684

Tern Key Operations(416) 438-7411
National Wats:(800) 653-0254
FAX:(416) 438-7415
869 Progress Avenue
Scarborough, Ontario, Canada M1H 2X6

Todd Communications, Inc.(612) 941-0556
FAX:(612) 941-0940
6545 Cecilia Circle
Minneapolis, MN 55439

Triad Designs, Inc.(404) 938-2766
FAX:(404) 938-7526
3523 Habersham at Northlake
Tucker, GA 30084

U.S. Cable Inc.(314) 240-2021
FAX:(314) 272-2022
3926 Highway 79
O'Fallon, MO 63366

Viewsonics Inc.(407) 998-9594
National Wats:(800) 645-7600
FAX:(407) 998-3712
6454 E. Rogers Circle
Boca Raton, FL 33487

White Knight
Communications, Inc.(716) 458-7310
FAX:(716) 458-8175
1268 Lyell Avenue
Suite 1A
Rochester, NY 14606

**Engineering and
consulting services**

ADC Telecommunications,
Inc.(612) 938-8080
National Wats:(800) 366-3891
FAX:(612) 946-3292
4900 West 78th Street
Minneapolis, MN 55435

Adderley Industries, Inc.(609) 374-1900
FAX:(609) 374-1422
1001 Lowerland Rd.
P.O. Box 576
Blackwood, NJ 08012

ENGINEERING AND CONSULTING SERVICES ◆

American Communications
Consultants, Inc.(608) 833-1440
FAX:.....(608) 833-4819
555 D'Onofrio Dr. Suite 200
PO Box 5648
Madison, WI 53705

Amherst International, Inc.
Amherst Engineering Corp.(813) 925-9292
FAX:.....(813) 925-9291
63 Sarasota Center Blvd.
Sarasota, FL 34240

ANTEC (NASDAQ: ANTC)
Domestic and International
Headquarters.....(708) 439-4444
National Wats:.....(800) TO-ANTEC
FAX:.....(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

AXSYS Communications, Inc.(203) 774-4102
FAX:.....(203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

Bigham Cable
Construction Inc.(904) 932-6869
FAX:.....(904) 932-6869
PO Box 903
Gulf Breeze, FL 32562

Biro Engineering(609) 883-9866
FAX:.....(609) 883-2702
Box 2175
Princeton, NJ 08543

Broadband Cascades(904) 331-8848
FAX:.....(904) 331-8848
6010 N.W. 132nd Street
Gainesville, FL 32653

Broadband Data
Communications, Inc.(913) 345-2112
FAX:.....(913) 345-0107
10935 West 116th Terrace
Overland Park, KS 66210

C-COR Electronics, Inc.(814) 238-2461
National Wats:.....(800) 233-2267
FAX:.....(800) 238-4065
60 Decibel Road
State College, PA 16801

Cable Constructors, Inc.(906) 774-6621
National Wats:.....(800) 338-9299
FAX:.....(906) 774-9120
105 Kent Street
PO Box 190
Iron Mountain, MI 49801

Cable Engineering, Inc.....(502) 589-2848
National Wats:.....(800) 626-2715
State Wats:.....(800) 221-0030
FAX:.....(502) 589-5023
PO Box 4086
Louisville, KY 40204

Cable Man, Inc.(601) 374-5832
FAX:.....(601) 374-2198
292 Oak Street
PO Box 393
Biloxi, MS 39533

Cable Services
Company, Inc.(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Cable System
Survey Company.....(616) 781-3455
National Wats:.....(800) 843-1535
FAX:.....(616) 781-5177
126 W. Michigan Ave.
Marshall, MI 49068

Cable TV Supply Co., L.P.(818) 457-7252
FAX:.....(818) 457-7260
1000 South Fremont
Alhambra, CA 91803

CableShope Inc.(518) 489-2100
FAX:.....(518) 489-0269
One Prospect Avenue
Albany, NY 12206

CADDraft GIS/Mapping(806) 793-2920
FAX:.....(806) 745-1203
2321 50th Street
Suite B
Lubbock, TX 79412

CATV Design Assoc. Inc.....(512) 328-2461
FAX:.....(512) 328-3009
5524 Bee Caves Road
Suite C1
Austin, TX 78746

Claire Stern Assoc. Inc.....(212) 533-6627
FAX:.....(212) 777-3069
928 Broadway
New York, NY 10010-6008

Commercial Satellite
Communications (CSC)(619) 943-2231
3089 Clairemont Drive
Suite C-209
San Diego, CA 92117



**Commonwealth
Communications Inc.(717) 820-5000**
National Wats:.....(800) 258-9501
FAX:.....(717) 820-5135
256 N. Sherman Street
Wilkes-Barre, PA 18702

Communications
Construction Group Inc.....(215) 696-1800
FAX:.....(215) 696-2371
235 E. Gay St.
PO Box 561
West Chester, PA 19380

Communications &
Energy Corporation.....(315) 452-0709
National Wats:.....(800) 882-1584
FAX:.....(315) 452-0732
7395 Taft Park Drive
East Syracuse, NY 13057

Comsearch.....(703) 620-6300
FAX:.....(703) 476-2720
2002 Edmund Halley Drive
Reston, VA 22091

Conley & Associates.....(701) 222-3902
FAX:.....(701) 222-4815
PO Box 3220
Bismarck, ND 58502-3220

Connecticut Cable Construction
& Maintenance, Inc.(203) 349-1807
FAX:.....(203) 349-3805
43 Industrial Park Access Road
PO Box 159
Middlefield, CT 06455

Datanet Systems, Inc.(313) 278-9000
FAX:.....(313) 278-0000
25630 Ford Road
P.O. Box 5388
Dearborn, MI 48128-0388

DTI Telecom Inc.(514) 392-3000
FAX:.....(514) 392-3003
800 Rene' Le'vesque Blvd West Suite 2085
Montreal, Quebec, Canada H3B 1X9

Dumbauld and Associates(602) 870-4977
National Wats:.....(800) 279-6639
FAX:.....(602) 870-4820
9013 N. 24th Avenue
Suite #6
Phoenix, AZ 85021

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E B Systems Limited(204) 489-7467
 MCI Mail:(204) 477-2172
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 FAX:(204) 489-7471
 313 Carpathia Road
 Winnipeg, Manitoba, Canada R3N 1T2

Ericsson Inc.
 National Wats:(800) 288-ERIC
 FAX:(214) 680-9643
 1010 East Arapaho Road
 Richardson, TX 75081

Global Network
 Technologies Inc.(303) 781-4399
 FAX:(303) 781-4285
 3333 S. Bannock Street, Suite 410
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Griffin, Frederick G., P.C.(804) 237-2044
 FAX:(804) 237-6063
 3229 Waterlick Road
 Lynchburg, VA 24502

GTS Enterprises, Inc.(404) 591-1670
 FAX:(404) 591-1484
 508 Industrial Drive
 Woodstock, GA 30188

Henkels & McCoy, Inc.(215) 283-7778
 FAX:(215) 283-7587
 985 Jolly Road
 Blue Bell, PA 19422

Hennessy Products
 National Wats:(800) 950-7146
 FAX:(717) 264-1634
 910 Progress Road
 PO Box 509
 Chambersburg, PA 17201

Herbert Boyer Co.(212) 744-7558
 FAX:(212) 249-5270
 14 E. 77th St.
 New York, NY 10021

Hickory Mountain
 Associates, Inc.(201) 962-9299
 FAX:(201) 962-6544
 PO Box 732
 38 Catherine Court
 Ringwood, NJ 07456

JP Associates, Inc.(310) 539-8533
 FAX:(310) 539-8634
 3115 Kashiwa Street
 Torrance, CA 90505

K.E.S. (Klungness Electronic Supply)
 FAX:(906) 774-6117
 101 Merritt Avenue
 PO Box 885
 Iron Mountain, MI 49801

Keiser Engineering Inc.(703) 281-9582
 FAX:(703) 281-9582
 2046 Carrhill Road
 Vienna, VA 22181-2917

Kenneth Meades
 Box 1469
 Los Angeles, CA 90053

Lavender
 Communications Group(818) 883-3711
 FAX:(818) 883-3110
 21525 Strathern Street
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LeBlanc Communications Inc.(214) 934-1894
 National Wats:(800) 231-2311
 FAX:(214) 934-1893
 12801 North Central Expressway
 North Central Plaza III, Suite 150
 Dallas, TX 75243

Lee Enterprise
 A Division of Diamond W
 Investments, Inc.(402) 365-7520
 National Wats:(800) 551-0096
 FAX:(402) 365-7856
 623 Fourth St.
 PO Box 590
 Deshler, NE 68340

Lightning Eliminators
 & Consultants, Inc.(303) 447-2828
 FAX:(303) 447-8122
 6687 Arapahoe Road
 Boulder, CO 80303

Line Techs Inc.(313) 688-3057
 FAX:(313) 688-3336
 PO Box 386
 6624 Jefferson St.
 North Branch, MI 48461

Lourdes Industries, Inc.(516) 234-6600
 National Wats:(800) 358-0303
 State Wats:(800) 368-3728
 FAX:(516) 234-7595
 65 Hoffman Avenue
 Hauppauge, NY 11788

Malarkey-Taylor
 Associates Inc.(202) 835-7800
 FAX:(202) 835-7811
 1130 Connecticut Ave. NW
 Suite 325
 Washington, DC 20036-3915

Munn Jr., E. Harold
 & Associates, Inc.(517) 278-7339
 FAX:(517) 278-6973
 PO Box 220
 100 Airport Drive
 Coldwater, MI 49036

NaCom(614) 895-1313
 National Wats:(800) 669-8765
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Napa Communications(916) 878-6773
 FAX:(916) 878-2146
 2280 Grass Valley Hwy #209
 Auburn, CA 95603

National Cable
 Television Institute(303) 797-9393
 FAX:(303) 797-9394
 801 West Mineral Avenue
 Littleton, CO 80120-4501

NCS Industries Inc.(215) 657-4690
 National Wats:(800) 523-2342
 FAX:(215) 657-0840
 2255- E.Wyandotte Road
 Willow Grove, PA 19090

NewCom Technologies, Inc.(515) 246-0899
 National Wats:(800) 626-6234
 FAX:(515) 246-1217
 2111 Grand Avenue
 Des Moines, IA 50312-5303

Norman Weinhouse Assoc.(818) 884-3105
 FAX:(818) 884-9023
 5211 Jumilla Avenue
 Woodland Hills, CA 91364

OSP Consultants, Inc.(703) 444-1400
 National Wats:(800) 444-1400
 State Wats:(800) 444-1400
 FAX:(703) 444-1403, (703) 444-0356, (800) 677-6079, (800) 677-6078
 21400 Ridgetop Circle
 Suite 101
 Sterling, VA 20166-6511

Peregrine Communications, Inc.(303) 278-9660
 National Wats:(800) 359-9660; (800) 373-0689
 FAX:(303) 278-9685
 14818 W 6th Avenue, Suite 16A
 Golden, CO 80401

PolyPhaser Corporation(702) 782-2511
 National Wats:(800) 325-7170
 FAX:(702) 782-4476
 PO Box 9000
 Minden, NV 89423-9000

Rocky Mountain
 Fiber Plus, Inc.(303) 621-2820
 FAX:(303) 621-2544
 33555 County Road #37, PO Box 452
 Kiowa, CO 80117

FLEET MANAGEMENT SYSTEMS ♦

S.B.M. Communications(616) 345-0109
 FAX:.....(616) 383-1689
 2609 S. Burdick
 Kalamazoo, MI 49007

Schenck Construction.....(360) 668-1300
 FAX:.....(360) 668-1400
 8602 Maltby Rd.
 PO Box 1530
 Woodinville, WA 98072

Siecor Corporation(704) 327-5000
 FAX:.....(704) 327-5488
 P.O. Box 489
 Hickory, NC 28603-0489

Siemens Stromberg-Carlson.....(407) 955-6054
 FAX:.....(407) 955-8351
 900 Broken Sound Parkway
 Boca Raton, FL 33487

Sperber Communications(908) 272-5337
 FAX:.....(908) 276-0015
 28 Fairfield Ave.
 Cranford, NJ 07016

Sprint/North Supply(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Stern Telecommunications
 Corporation.....(212) 777-2350
 FAX:.....(212) 777-3069
 928 Broadway, Suite 1001
 New York, NY 10010-6008

Storage Concepts, Inc.(714) 852-8511
 National Wats:.....(800) 525-9217
 FAX:.....(714) 557-5064
 2652 McGaw Avenue
 Irvine, CA 92714

T.E. Consulting, Inc.(508) 877-6494
 National Wats:.....(800) 832-8353
 FAX:.....(508) 788-0324
 18 Michael Road
 Framingham, MA 01701

Tern Key Operations(416) 438-7411
 National Wats:.....(800) 653-0254
 FAX:.....(416) 438-7415
 869 Progress Avenue
 Scarborough, Ontario, Canada M1H 2X6

Todd Communications, Inc.....(612) 941-0556
 FAX:.....(612) 941-0940
 6545 Cecilia Circle
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Triad Designs, Inc.(404) 938-2766
 FAX:.....(404) 938-7526
 3523 Habersham at Northlake
 Tucker, GA 30084

TSB, Inc.(605) 426-6140
 National Wats:.....(800) 292-0126
 100 Main Street
 PO Box 305
 Ipswich, SD 57451

Viewsonics Inc.(407) 998-9594
 National Wats:.....(800) 645-7600
 FAX:.....(407) 998-3712
 6454 E. Rogers Circle
 Boca Raton, FL 33487

Walter S. Wydro Consultants
 Telecommunications Services.....(215) 860-2288
 FAX:.....(215) 860-5502
 The Atruim Suite 10
 4 Terry Drive
 Newtown, PA 18940

White Knight
 Communications, Inc.(716) 458-7310
 FAX:.....(716) 458-8175
 1268 Lyell Avenue
 Suite 1A
 Rochester, NY 14606

Fleet management systems



Arrowsmith Technologies, Inc.(512) 454-3554
National Wats:.....(800) 454-3554
FAX:.....(512) 454-1210
 8900 Shoal Creek Blvd.
 Building 300
 Austin, TX 78757

Flyovers

Biro Engineering(609) 883-9866
 FAX:.....(609) 883-2702
 Box 2175
 Princeton, NJ 08543

Dovetail Surveys Inc.....(610) 264-0100
 FAX:.....(610) 264-8901
 961 Marcon Blvd. #450
 Allentown, PA 18103

MicroSat(404) 643-0250
 National Wats:.....(800) 438-0812
 FAX:.....(404) 643-0899
 4343 Shallowford Road
 Suite F3
 Marietta, GA 30062

Installation services

ADC Telecommunications,
 Inc.(612) 938-8080
 National Wats:.....(800) 366-3891
 FAX:.....(612) 946-3292
 4900 West 78th Street
 Minneapolis, MN 55435

Amherst International, Inc.
 Amherst Engineering Corp.(813) 925-9292
 FAX:.....(813) 925-9291
 63 Sarasota Center Blvd.
 Sarasota, FL 34240

AXSYS Communications, Inc.(203) 774-4102
 FAX:.....(203) 774-4783
 P.O. Box 571
 Danielson, CT 06239-0571

Bigham Cable
 Construction Inc.(904) 932-6869
 FAX:.....(904) 932-6869
 PO Box 903
 Gulf Breeze, FL 32562

Cable Engineering, Inc.....(502) 589-2848
 National Wats:.....(800) 626-2715
 State Wats:(800) 221-0030
 FAX:.....(502) 589-5023
 PO Box 4086
 Louisville, KY 40204

Cable Express, Inc.....(614) 855-7088
 National Wats:.....(800) 875-2225
 FAX:.....(800) 783-0222
(614) 855-0222
 8075 Bevelheimer Road
 Westerville, OH 43081

Cable Man, Inc.(601) 374-5832
 FAX:.....(601) 374-2198
 292 Oak Street
 PO Box 393
 Biloxi, MS 39533

Cable Services
 Company, Inc.(717) 323-8518
 National Wats:.....(800) 326-9444
 FAX:.....(717) 322-5373
 2113 Marydale Avenue
 Williamsport, PA 17701-1498

◆ INSTALLATION SERVICES

Cable Technical Services.....(214) 241-4169
 FAX:.....(214) 243-4348
 11226 Indian Trail
 Dallas, TX 75229

CATV Subscriber
 Services, Inc.(910) 273-5553
 National Wats:.....(800) 334-0860
 FAX:.....(910) 274-9734
 808 Summit Avenue
 Greensboro, NC 27405

Colcom, Inc.(512) 244-6689
 National Wats:.....(800) 888-1978
 FAX:.....(512) 244-6694
 15527 Ranch Road 620 N.
 Austin, TX 78717

Commercial Satellite
 Communications (CSC)(619) 943-2231
 3089 Clairemont Drive
 Suite C-209
 San Diego, CA 92117

Communications
 Construction Group Inc.....(215) 696-1800
 FAX:.....(215) 696-2371
 235 E. Gay St.
 PO Box 561
 West Chester, PA 19380

Contract Installers Inc.(414) 582-7087
 PO Box 1564
 Appleton, WI 54913

E-Cable, Inc.....(407) 894-9444
 FAX:.....(407) 894-5443
 PO Box 533714
 Orlando, FL 32853

Ericsson Inc.
 National Wats.....(800) 288-ERIC
 FAX:.....(214) 680-9643
 1010 East Arapaho Road
 Richardson, TX 75081

Fujitsu Network Transmission
 Systems.....(214) 690-6000
 FAX:.....(214) 497-6990
 2801 Telecom Parkway
 Richardson, TX 75243

Global Network
 Technologies Inc.(303) 781-4399
 FAX:.....(303) 781-4285
 3333 S. Bannock Street, Suite 410
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Lavender
 Communications Group(818) 883-3711
 FAX:.....(818) 883-3110
 21525 Strathern Street
 Canoga Park, CA 91304

LeBlanc Communications Inc.....(214) 934-1894
 National Wats:.....(800) 231-2311
 FAX:.....(214) 934-1893
 12801 North Central Expressway
 North Central Plaza III, Suite 150
 Dallas, TX 75243

Line Techs Inc.(313) 688-3057
 FAX:.....(313) 688-3336
 PO Box 386
 6624 Jefferson St.
 North Branch, MI 48461

Lourdes Industries, Inc.(516) 234-6600
 National Wats:.....(800) 358-0303
 State Wats:(800) 368-3728
 FAX:.....(516) 234-7595
 65 Hoffman Avenue
 Hauppauge, NY 11788

NaCom(614) 895-1313
 National Wats:.....(800) 669-8765
 FAX:.....(614) 895-8942
 1900 East Dublin-Granville Rd., #100A
 Columbus, OH 43229

Napa Communications(916) 878-6773
 FAX:.....(916) 878-2146
 2280 Grass Valley Hwy #209
 Auburn, CA 95603

OSP Consultants, Inc.(703) 444-1400
 National Wats:.....(800) 444-1400
 State Wats:(800) 444-1400
 FAX:.....(703) 444-1403, (703) 444-0356, (800) 677-6079, (800) 677-6078
 21400 Ridgetop Circle
 Suite 101
 Sterling, VA 20166-6511

Philips Broadband
 Networks, Inc.(315) 682-9105
 National Wats:.....(800) 448-5171
 State Wats:(800) 522-7464
 FAX:.....(315) 682-9006
 100 Fairgrounds Dr.
 Manlius, NY 13104

Preferred Services Corp.
 dba Preferred Cable TV Services....(515) 984-6574
 FAX:.....(515) 984-6577
 PO Box 205
 206 Van Dorn
 Polk City, IA 50226



RTK Corporation(908) 665-0133
 FAX:.....(908) 665-0990
 120 Floral Avenue
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Siecor Corporation(704) 327-5000
 FAX:.....(704) 327-5488
 P.O. Box 489
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Siemens Stromberg-Carlson.....(407) 955-6054
 FAX:.....(407) 955-8351
 900 Broken Sound Parkway
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Sprint/North Supply(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

TCS Cable, Inc.....(813) 789-6826
 National Wats:.....(800) 999-8270
 FAX:.....(813) 787-5077
 2676 West Lake Road
 Palm Harbor, FL 34684

Tern Key Operations(416) 438-7411
 National Wats:.....(800) 653-0254
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 6545 Cecilia Circle
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White Knight
 Communications, Inc.(716) 458-7310
 FAX:.....(716) 458-8175
 1268 Lyell Avenue
 Suite 1A
 Rochester, NY 14606

Leakage correction services

AXSYS Communications, Inc.(203) 774-4102
 FAX:.....(203) 774-4783
 P.O. Box 571
 Danielson, CT 06239-0571

CABLE SERVICES COMPANY, INC.

Cable Services
Company, Inc.(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Cable Television
System Services(800) 837-7611
FAX:.....(616) 665-4774
11387 Valley Drive
Galesburg, MI 49053

CATV Subscriber
Services, Inc.(910) 273-5553
National Wats:.....(800) 334-0860
FAX:.....(910) 274-9734
808 Summit Avenue
Greensboro, NC 27405

Com-Tek.....(816) 826-3011
National Wats:.....(800) 467-2588
FAX:.....(816) 826-8461
RR 6, Box 255 B
Sedalia, MO 65301

Commercial Satellite
Communications (CSC)(619) 943-2231
3089 Clairemont Drive
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San Diego, CA 92117

Communications
Construction Group Inc.....(215) 696-1800
FAX:.....(215) 696-2371
235 E. Gay St.
PO Box 561
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Connecticut Cable Construction
& Maintenance, Inc.....(203) 349-1807
FAX:.....(203) 349-3805
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Middlefield, CT 06455

E-Cable, Inc.....(407) 894-9444
FAX:.....(407) 894-5443
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Line Techs Inc.....(313) 688-3057
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National Wats:.....(800) 669-8765
FAX:.....(614) 895-8942
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Auburn, CA 95603

RTK Corporation(908) 665-0133
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Tern Key Operations(416) 438-7411
National Wats:.....(800) 653-0254
FAX:.....(416) 438-7415
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Scarborough, Ontario, Canada M1H 2X6

TSB, Inc.(605) 426-6140
National Wats:.....(800) 292-0126
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Ipswich, SD 57451

Leakage detection
services

AXSYS Communications, Inc.(203) 774-4102
FAX:.....(203) 774-4783
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Danielson, CT 06239-0571

Biro Engineering(609) 883-9866
FAX:.....(609) 883-2702
Box 2175
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Cable Television
System Services(800) 837-7611
FAX:.....(616) 665-4774
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Galesburg, MI 49053

CATV Subscriber
Services, Inc.(910) 273-5553
National Wats:.....(800) 334-0860
FAX:.....(910) 274-9734
808 Summit Avenue
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Com-Tek.....(816) 826-3011
National Wats:.....(800) 467-2588
FAX:.....(816) 826-8461
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Construction Group Inc.....(215) 696-1800
FAX:.....(215) 696-2371
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West Chester, PA 19380

LOWE'S CONSTRUCTION CO.

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National Wats:.....(800) 241-1232
FAX:.....(404) 962-7539
75 Grayson Industrial Pkwy.
Grayson, GA 30221

Connecticut Cable Construction
& Maintenance, Inc.....(203) 349-1807
FAX:.....(203) 349-3805
43 Industrial Park Access Road
PO Box 159
Middlefield, CT 06455

Dovetail Surveys Inc.....(610) 264-0100
FAX:.....(610) 264-8901
961 Marcon Blvd. #450
Allentown, PA 18103

E-Cable, Inc.....(407) 894-9444
FAX:.....(407) 894-5443
PO Box 533714
Orlando, FL 32853

FLIGHT TRAC
INC

Flight Trac, Inc.(206) 290-9800
FAX:.....(206) 290-9338
10108 32nd Avenue W.
Suite 2-B
Everett, WA 98204

Incospec Inc.(514) 686-0033
FAX:.....(514) 688-7709
3150 Delaunay
Laval, Quebec, Canada H7L 5E1

John Weeks Enterprises(404) 963-7870
National Wats:.....(800) 241-1232
FAX:.....(800) 329-8008
75 Grayson Industrial Pkwy.
Grayson, GA 30221

Line Techs Inc.....(313) 688-3057
FAX:.....(313) 688-3336
PO Box 386
6624 Jefferson St.
North Branch, MI 48461

Long Systems, Inc.....(619) 675-9400
FAX:.....(619) 675-9499
12396 World Trade Dr. Suite 202
San Diego CA 92128-3788

Lowe's Construction Co.(214) 286-0257
FAX:.....(214) 286-0438
1016 Haymarket Road
Dallas, TX 75217

◆ MARKETING SERVICES

NaCom(614) 895-1313
 National Wats:.....(800) 669-8765
 FAX:.....(614) 895-8942
 1900 East Dublin-Granville Rd., #100A
 Columbus, OH 43229

RTK Corporation(908) 665-0133
 FAX:.....(908) 665-0990
 120 Floral Avenue
 New Providence, NJ 07974

S.B.M. Communications(616) 345-0109
 FAX:.....(616) 383-1689
 2609 S. Burdick
 Kalamazoo, MI 49007

Tern Key Operations(416) 438-7411
 National Wats:.....(800) 653-0254
 FAX:.....(416) 438-7415
 869 Progress Avenue
 Scarborough, Ontario, Canada M1H 2X6

Toner Cable
 Equipment Inc.(215) 675-2053
 National Wats:.....(800) 523-5947
 UK Freefone:.....0800-894-969
 FAX:.....(215) 675-7543
 969 Horsham Road
 Horsham, PA 19044

TSB, Inc.(605) 426-6140
 National Wats:.....(800) 292-0126
 100 Main Street
 PO Box 305
 Ipswich, SD 57451

Marketing services

C.I.S. (Communications
 Information Software, Inc.).....(404) 448-0977
 FAX:.....(404) 242-8583
 6855 Jimmy Carter Blvd.
 Suite 2200
 Norcross, GA 30071

cable data

CableData(916) 636-5800
FAX:.....(916) 636-5645
 11020 Sun Center Drive
 Rancho Cordova, CA 95670

CATV Subscriber
 Services, Inc.(910) 273-5553
 National Wats:.....(800) 334-0860
 FAX:.....(910) 274-9734
 808 Summit Avenue
 Greensboro, NC 27405

Claire Stern Assoc. Inc.....(212) 533-6627
 FAX:.....(212) 777-3069
 928 Broadway
 New York, NY 10010-6008

Commercial Satellite
 Communications (CSC)(619) 943-2231
 3089 Clairemont Drive
 Suite C-209
 San Diego, CA 92117

Conley & Associates(701) 222-3902
 FAX:.....(701) 222-4815
 PO Box 3220
 Bismarck, ND 58502-3220

CSG Systems, Inc.
 National Wats:.....(800) 366-2744
 FAX:.....(402) 222-7572
 10825 Old Mill Road
 Omaha, NE 68154

CUO, Inc.
 A subsidiary of USCS(501) 741-1616
 National Wats:.....(800) 541-8825
 FAX:.....(501) 741-2984
 103 Industrial Park, Suite C
 PO Box 1062
 Harrison, AR 72601

Herbert Boyer Co.(212) 744-7558
 FAX:.....(212) 249-5270
 14 E. 77th St.
 New York, NY 10021

J.B. Emerson & Assoc.(404) 434-5643
 500 Norton Circle
 Smyrna, GA 30082

Line Techs Inc.....(313) 688-3057
 FAX:.....(313) 688-3336
 PO Box 386
 6624 Jefferson St.
 North Branch, MI 48461

Siemens Stromberg-Carlson.....(407) 955-6054
 FAX:.....(407) 955-8351
 900 Broken Sound Parkway
 Boca Raton, FL 33487

Tern Key Operations(416) 438-7411
 National Wats:.....(800) 653-0254
 FAX:.....(416) 438-7415
 869 Progress Avenue
 Scarborough, Ontario, Canada M1H 2X6

Material management systems

ANTEC (NASDAQ: ANTC)
 Domestic and International
 Headquarters.....(708) 439-4444
 National Wats:.....(800) TO-ANTEC
 FAX:.....(708) 439-8527
 2850 W. Golf Road
 Rolling Meadows, IL 60008

C.I.S. (Communications
 Information Software, Inc.).....(404) 448-0977
 FAX:.....(404) 242-8583
 6855 Jimmy Carter Blvd.
 Suite 2200
 Norcross, GA 30071

Cable Constructors, Inc.....(906) 774-6621
 National Wats:.....(800) 338-9299
 FAX:.....(906) 774-9120
 105 Kent Street
 PO Box 190
 Iron Mountain, MI 49801

CATV Subscriber
 Services, Inc.(910) 273-5553
 National Wats:.....(800) 334-0860
 FAX:.....(910) 274-9734
 808 Summit Avenue
 Greensboro, NC 27405

Conley & Associates(701) 222-3902
 FAX:.....(701) 222-4815
 PO Box 3220
 Bismarck, ND 58502-3220

Connecticut Cable Construction
 & Maintenance, Inc.....(203) 349-1807
 FAX:.....(203) 349-3805
 43 Industrial Park Access Road
 PO Box 159
 Middlefield, CT 06455

Line Techs Inc.....(313) 688-3057
 FAX:.....(313) 688-3336
 PO Box 386
 6624 Jefferson St.
 North Branch, MI 48461

MicroSat(404) 643-0250
 National Wats:.....(800) 438-0812
 FAX:.....(404) 643-0899
 4343 Shallowford Road
 Suite F3
 Marietta, GA 30062

Sprint/North Supply(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

TCS Cable, Inc.....(813) 789-6826
 National Wats:.....(800) 999-8270
 FAX:.....(813) 787-5077
 2676 West Lake Road
 Palm Harbor, FL 34684

Washington Cable
 Supply, Inc.....(301) 577-1200
 National Wats:.....(800) 888-0738
 FAX:.....(301) 577-5551
 4600-D Boston Way
 Lanham, MD 20706

Operational support systems

ANTEC (NASDAQ: ANTC)
 Domestic and International
 Headquarters.....(708) 439-4444
 National Wats:.....(800) TO-ANTEC
 FAX:.....(708) 439-8527
 2850 W. Golf Road
 Rolling Meadows, IL 60008



Arrowsmith Technologies, Inc.....(512) 454-3554
National Wats:.....(800) 454-3554
FAX:.....(512) 454-1210
 8900 Shoal Creek Blvd.
 Building 300
 Austin, TX 78757

CableData(916) 636-5800
 FAX:.....(916) 636-5645
 11020 Sun Center Drive
 Rancho Cordova, CA 95670

Cadix International Inc.....(404) 804-9951
 FAX:.....(404) 804-9949
 1200 Ashwood Pkwy
 Suite 135
 Atlanta, GA 30338

CATV Subscriber
 Services, Inc.....(910) 273-5553
 National Wats:.....(800) 334-0860
 FAX:.....(910) 274-9734
 808 Summit Avenue
 Greensboro, NC 27405

Conley & Associates.....(701) 222-3902
 FAX:.....(701) 222-4815
 PO Box 3220
 Bismarck, ND 58502-3220

Connecticut Cable Construction
 & Maintenance, Inc.....(203) 349-1807
 FAX:.....(203) 349-3805
 43 Industrial Park Access Road
 PO Box 159
 Middlefield, CT 06455

Datanet Systems, Inc.....(313) 278-9000
 FAX:.....(313) 278-0000
 25630 Ford Road
 P.O. Box 5388
 Dearborn, MI 48128-0388

E-Cable, Inc.....(407) 894-9444
 FAX:.....(407) 894-5443
 PO Box 533714
 Orlando, FL 32853

Great Lakes
 Data Systems, Inc.....(414) 887-7651
 National Wats:.....(800) 882-7950
 FAX:.....(414) 887-7653
 1010 DeClark Street
 Beaver Dam, WI 53916

LeeMah DataCom
 Security Corporation.....(510) 786-0790
 National Wats:.....(800) 331-2734
 FAX:.....(510) 786-1123
 3948 Trust Way
 Hayward, CA 94545

Superior Electronics
 Group, Inc.(813) 756-6000
 FAX:.....(813) 758-3800
 6432 Parkland Drive
 Sarasota, FL 34243

Tern Key Operations.....(416) 438-7411
 National Wats:.....(800) 653-0254
 FAX:.....(416) 438-7415
 869 Progress Avenue
 Scarborough, Ontario, Canada M1H 2X6

Proof testing services

AXSYS Communications, Inc.(203) 774-4102
 FAX:.....(203) 774-4783
 P.O. Box 571
 Danielson, CT 06239-0571

Broadband Data
 Communications, Inc.(913) 345-2112
 FAX:.....(913) 345-0107
 10935 West 116th Terrace
 Overland Park, KS 66210

C-COR Electronics, Inc.(814) 238-2461
 National Wats:.....(800) 233-2267
 FAX:.....(800) 238-4065
 60 Decibel Road
 State College, PA 16801

Cable Constructors, Inc.....(906) 774-6621
 National Wats:.....(800) 338-9299
 FAX:.....(906) 774-9120
 105 Kent Street
 PO Box 190
 Iron Mountain, MI 49801

Cable Services
 Company, Inc.(717) 323-8518
 National Wats:.....(800) 326-9444
 FAX:.....(717) 322-5373
 2113 Marydale Avenue
 Williamsport, PA 17701-1498

Cable Technical Services(214) 241-4169
 FAX:.....(214) 243-4348
 11226 Indian Trail
 Dallas, TX 75229

Cable Television
 System Services(800) 837-7611
 FAX:.....(616) 665-4774
 11387 Valley Drive
 Galesburg, MI 49053

CATV Subscriber
 Services, Inc.(910) 273-5553
 National Wats:.....(800) 334-0860
 FAX:.....(910) 274-9734
 808 Summit Avenue
 Greensboro, NC 27405

Connecticut Cable Construction
 & Maintenance, Inc.....(203) 349-1807
 FAX:.....(203) 349-3805
 43 Industrial Park Access Road
 PO Box 159
 Middlefield, CT 06455

Datanet Systems, Inc.....(313) 278-9000
 FAX:.....(313) 278-0000
 25630 Ford Road
 P.O. Box 5388
 Dearborn, MI 48128-0388

E B Systems Limited(204) 489-7467
 MCI Mail:.....(204) 477-2172
 Internet: Bevans@MBnet.MB.CA
 FAX:.....(204) 489-7471
 313 Carpathia Road
 Winnipeg, Manitoba, Canada R3N 1T2

◆ **RECOVERY SERVICES**

E-Cable, Inc.(407) 894-9444
FAX:(407) 894-5443
PO Box 533714
Orlando, FL 32853

GTS Enterprises, Inc.(404) 591-1670
FAX:(404) 591-1484
508 Industrial Drive
Woodstock, GA 30188

Line Techs Inc.(313) 688-3057
FAX:(313) 688-3336
PO Box 386
6624 Jefferson St.
North Branch, MI 48461

S.B.M. Communications(616) 345-0109
FAX:(616) 383-1689
2609 S. Burdick
Kalamazoo, MI 49007

Superior Electronics
Group, Inc.(813) 756-6000
FAX:(813) 758-3800
6432 Parkland Drive
Sarasota, FL 34243

Tern Key Operations(416) 438-7411
National Wats:(800) 653-0254
FAX:(416) 438-7415
869 Progress Avenue
Scarborough, Ontario, Canada M1H 2X6

Todd Communications, Inc.(612) 941-0556
FAX:(612) 941-0940
6545 Cecilia Circle
Minneapolis, MN 55439

U.S. Cable Inc.(314) 240-2021
FAX:(314) 272-2022
3926 Highway 79
O'Fallon, MO 63366

Recovery services

AXSYS Communications, Inc.(203) 774-4102
FAX:(203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

Midwest Cable
Services, Inc.(219) 892-5537
National Wats:(800) 852-6276
FAX:(219) 892-5624
PO Box 96
16095 Linden Road
Argos, IN 46501

White Knight
Communications, Inc.(716) 458-7310
FAX:(716) 458-8175
1268 Lyell Avenue
Suite 1A
Rochester, NY 14606

Repair parts

Authorized Parts Co.(708) 658-6900
FAX:(708) 658-0582
208 Berg St.
Algonquin, IL 60102

Beta Tech Communications, Inc.(602) 931-8977
FAX:(602) 451-7712
5816 W. San Miguel Avenue #A3
Glendale, AZ 85301

C-COR Electronics, Inc.(814) 238-2461
National Wats:(800) 233-2267
FAX:(800) 238-4065
60 Decibel Road
State College, PA 16801

CableShope Inc.(518) 489-2100
FAX:(518) 489-0269
One Prospect Avenue
Albany, NY 12206

CCS Corporation(812) 829-4833
FAX:(812) 829-4835
54 E. Market St.
PO Box 407
Spencer, IN 47460

Com-Tek(816) 826-3011
National Wats:(800) 467-2588
FAX:(816) 826-8461
RR 6, Box 255 B
Sedalia, MO 65301

Incospec Inc.(514) 686-0033
FAX:(514) 688-7709
3150 Delaunay
Laval, Quebec, Canada H7L 5E1

Lavender
Communications Group(818) 883-3711
FAX:(818) 883-3110
21525 Strathern Street
Canoga Park, CA 91304

NCS Industries Inc.(215) 657-4690
National Wats:(800) 523-2342
FAX:(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

Philips Broadband
Networks, Inc.(315) 682-9105
National Wats:(800) 448-5171
State Wats:(800) 522-7464
FAX:(315) 682-9006
100 Fairgrounds Dr.
Manlius, NY 13104

Pitts, T.R. Co.(507) 452-2629
National Wats:(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987



Quality RF Services Inc.(407) 747-4998
National Wats:(800) 327-9767
FAX:(407) 744-4618
850 Parkway
Jupiter, FL 33477

Sprint/North Supply(913) 791-7000
National Wats:(800) 639-2288
FAX:(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Todd Communications, Inc.(612) 941-0556
FAX:(612) 941-0940
6545 Cecilia Circle
Minneapolis, MN 55439



Tri-Vision Electronics, Inc.(407) 545-3660
National Wats:(800) 762-2017
FAX:(407) 545-3638
7178 S.E. Osprey Street
Hobe Sound, FL 33455-6159

White Sands
Jumper Cables(602) 581-0331
National Wats:(800)-JUMPERS
FAX:(602) 582-2915
335 West Melinda
Phoenix, AZ 85027

System audits

Adderley Industries, Inc.(609) 374-1900
FAX:(609) 374-1422
1001 Lowerlanding Rd.
P.O. Box 576
Blackwood, NJ 08012

BROADBAND CASCADES

Broadband Cascades(904) 331-8848
FAX:(904) 331-8848
6010 N.W. 132nd Street
Gainesville, FL 32653

Cable Engineering, Inc.(502) 589-2848
National Wats:(800) 626-2715
State Wats:(800) 221-0030
FAX:(502) 589-5023
PO Box 4086
Louisville, KY 40204

Cable Man, Inc.(601) 374-5832
FAX:(601) 374-2198
292 Oak Street
PO Box 393
Biloxi, MS 39533

Cable Technical Services(214) 241-4169
FAX:(214) 243-4348
11226 Indian Trail
Dallas, TX 75229

CADDraft GIS/Mapping(806) 793-2920
FAX:(806) 745-1203
2321 50th Street
Suite B
Lubbock, TX 79412

CATV Subscriber
Services, Inc.(910) 273-5553
National Wats:(800) 334-0860
FAX:(910) 274-9734
808 Summit Avenue
Greensboro, NC 27405

Commercial Satellite
Communications (CSC)(619) 943-2231
3089 Clairemont Drive
Suite C-209
San Diego, CA 92117

Conley & Associates(701) 222-3902
FAX:(701) 222-4815
PO Box 3220
Bismarck, ND 58502-3220

Contract Installers Inc.(414) 582-7087
PO Box 1564
Appleton, WI 54913

E B Systems Limited(204) 489-7467
MCI Mail:(204) 477-2172
Internet: Bevans@MBnet.MB.CA
FAX:(204) 489-7471
313 Carpathia Road
Winnipeg, Manitoba, Canada R3N 1T2

E-Cable, Inc.(407) 894-9444
FAX:(407) 894-5443
PO Box 533714
Orlando, FL 32853

Griffin, Frederick G., P.C.(804) 237-2044
FAX:(804) 237-6063
3229 Waterlick Road
Lynchburg, VA 24502

Hickory Mountain
Associates, Inc.(201) 962-9299
FAX:(201) 962-6544
PO Box 732
38 Catherine Court
Ringwood, NJ 07456

Line Techs Inc.(313) 688-3057
FAX:(313) 688-3336
PO Box 386
6624 Jefferson St.
North Branch, MI 48461

Lowe's Construction Co.(214) 286-0257
FAX:(214) 286-0438
1016 Haymarket Road
Dallas, TX 75217

Malarkey-Taylor
Associates Inc.(202) 835-7800
FAX:(202) 835-7811
1130 Connecticut Ave. NW
Suite 325
Washington, DC 20036-3915

NaCom(614) 895-1313
National Wats:(800) 669-8765
FAX:(614) 895-8942
1900 East Dublin-Granville Rd., #100A
Columbus, OH 43229

Napa Communications(916) 878-6773
FAX:(916) 878-2146
2280 Grass Valley Hwy #209
Auburn, CA 95603

Siemens Stromberg-Carlson(407) 955-6054
FAX:(407) 955-8351
900 Broken Sound Parkway
Boca Raton, FL 33487

Tern Key Operations(416) 438-7411
National Wats:(800) 653-0254
FAX:(416) 438-7415
869 Progress Avenue
Scarborough, Ontario, Canada M1H 2X6

CABLE CONSTRUCTORS, INC. SYSTEM CONSTRUCTION ◆

TSB, Inc.(605) 426-6140
National Wats:(800) 292-0126
100 Main Street
PO Box 305
Ipswich, SD 57451

Walter S. Wydro Consultants
Telecommunications Services(215) 860-2288
FAX:(215) 860-5502
The Atruim Suite 10
4 Terry Drive
Newtown, PA 18940

System construction

Adderley Industries, Inc.(609) 374-1900
FAX:(609) 374-1422
1001 Lowerlanding Rd.
P.O. Box 576
Blackwood, NJ 08012

AXSYS Communications, Inc.(203) 774-4102
FAX:(203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

British-American
Communications, Inc.(818) 951-3900
State Wats:(800) 278-3900
FAX:(818) 951-2951
6847 Foothill Blvd.
Tujunga, CA 91042

Broadband Cascades(904) 331-8848
FAX:(904) 331-8848
6010 N.W. 132nd Street
Gainesville, FL 32653

Broadband Data
Communications, Inc.(913) 345-2112
FAX:(913) 345-0107
10935 West 116th Terrace
Overland Park, KS 66210

C.I.S. (Communications
Information Software, Inc.)(404) 448-0977
FAX:(404) 242-8583
6855 Jimmy Carter Blvd.
Suite 2200
Norcross, GA 30071

Cable Constructors, Inc.(906) 774-6621
National Wats:(800) 338-9299
FAX:(906) 774-9120
105 Kent Street
PO Box 190
Iron Mountain, MI 49801

◆ SYSTEM CONSTRUCTION

Cable Man, Inc.(601) 374-5832
 FAX:(601) 374-2198
 292 Oak Street
 PO Box 393
 Biloxi, MS 39533

Cable Services
 Company, Inc.(717) 323-8518
 National Wats:(800) 326-9444
 FAX:(717) 322-5373
 2113 Marydale Avenue
 Williamsport, PA 17701-1498

Cable Technical Services(214) 241-4169
 FAX:(214) 243-4348
 11226 Indian Trail
 Dallas, TX 75229

CableCom, Inc.(404) 482-7612
 National Wats:(800) 241-2105
 FAX:(404) 428-5914
 6792 Tribble Street
 Lithonia, GA 30058

Cablemasters Corp.(814) 838-1466
 National Wats:(800) 242-2522
 FAX:(814) 838-8713
 5663 Swanville Road
 Erie, PA 16506

CATV Subscriber
 Services, Inc.(910) 273-5553
 National Wats:(800) 334-0860
 FAX:(910) 274-9734
 808 Summit Avenue
 Greensboro, NC 27405

Commercial Satellite
 Communications (CSC)(619) 943-2231
 3089 Clairemont Drive
 Suite C-209
 San Diego, CA 92117



**Commonwealth
 Communications Inc.(717) 820-5000
 National Wats:(800) 258-9501
 FAX:(717) 820-5135**
 256 N. Sherman Street
 Wilkes-Barre, PA 18702

Communications
 Construction Group Inc.(215) 696-1800
 FAX:(215) 696-2371
 235 E. Gay St.
 PO Box 561
 West Chester, PA 19380

Connecticut Cable Construction
 & Maintenance, Inc.(203) 349-1807
 FAX:(203) 349-3805
 43 Industrial Park Access Road
 PO Box 159
 Middlefield, CT 06455

E-Cable, Inc.(407) 894-9444
 FAX:(407) 894-5443
 PO Box 533714
 Orlando, FL 32853

Global Network
 Technologies Inc.(303) 781-4399
 FAX:(303) 781-4285
 3333 S. Bannock Street, Suite 410
 Englewood, CO 80110

GTS Enterprises, Inc.(404) 591-1670
 FAX:(404) 591-1484
 508 Industrial Drive
 Woodstock, GA 30188

Line Techs Inc.(313) 688-3057
 FAX:(313) 688-3336
 PO Box 386
 6624 Jefferson St.
 North Branch, MI 48461

Lourdes Industries, Inc.(516) 234-6600
 National Wats:(800) 358-0303
 State Wats:(800) 368-3728
 FAX:(516) 234-7595
 65 Hoffman Avenue
 Hauppauge, NY 11788

NaCom(614) 895-1313
 National Wats:(800) 669-8765
 FAX:(614) 895-8942
 1900 East Dublin-Granville Rd., #100A
 Columbus, OH 43229

Napa Communications(916) 878-6773
 FAX:(916) 878-2146
 2280 Grass Valley Hwy #209
 Auburn, CA 95603

OSP Consultants, Inc.(703) 444-1400
 National Wats:(800) 444-1400
 State Wats:(800) 444-1400
 FAX:(703) 444-1403, (703) 444-0356, (800) 677-6079, (800) 677-6078
 21400 Ridgeway Circle
 Suite 101
 Sterling, VA 20166-6511

Peregrine Communications, Inc.(303) 278-9660
 National Wats:(800) 359-9660; (800) 373-0689
 FAX:(303) 278-9685
 14818 W 6th Avenue, Suite 16A
 Golden, CO 80401

Rocky Mountain
 Fiber Plus, Inc.(303) 621-2820
 FAX:(303) 621-2544
 33555 County Road #37, PO Box 452
 Kiowa, CO 80117

S.B.M. Communications(616) 345-0109
 FAX:(616) 383-1689
 2609 S. Burdick
 Kalamazoo, MI 49007

Schenck Construction(360) 668-1300
 FAX:(360) 668-1400
 8602 Maltby Rd.
 PO Box 1530
 Woodinville, WA 98072

Siemens Stromberg-Carlson(407) 955-6054
 FAX:(407) 955-8351
 900 Broken Sound Parkway
 Boca Raton, FL 33487

Sprint/North Supply(913) 791-7000
 National Wats:(800) 639-2288
 FAX:(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

TCS Cable, Inc.(813) 789-6826
 National Wats:(800) 999-8270
 FAX:(813) 787-5077
 2676 West Lake Road
 Palm Harbor, FL 34684

Tern Key Operations(416) 438-7411
 National Wats:(800) 653-0254
 FAX:(416) 438-7415
 869 Progress Avenue
 Scarborough, Ontario, Canada M1H 2X6

Underground Piercing Inc.(612) 425-4172
 PO Box 225
 Osseo, MN 55369

Vision Cable
 Construction, Inc.(816) 966-1736
 National Wats:(800) 432-1736
 FAX:(816) 767-0909
 9321 Fairwood Dr.
 Kansas City, MO 64138

White Knight
 Communications, Inc.(716) 458-7310
 FAX:(716) 458-8175
 1268 Lyell Avenue
 Suite 1A
 Rochester, NY 14606

White Mountain Cable
Construction Corp.(603) 736-4766
National Wats:.....(800) 233-7350
FAX:.....(603) 736-8163
PO Box 459
Epsom, NH 03234

System design

ADC Telecommunications,
Inc.(612) 938-8080
National Wats:.....(800) 366-3891
FAX:.....(612) 946-3292
4900 West 78th Street
Minneapolis, MN 55435

Adderley Industries, Inc.(609) 374-1900
FAX:.....(609) 374-1422
1001 Lowerlanding Rd.
P.O. Box 576
Blackwood, NJ 08012

ANTEC (NASDAQ: ANTC)
Domestic and International
Headquarters.....(708) 439-4444
National Wats:.....(800) TO-ANTEC
FAX:.....(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

AXSYS Communications, Inc.(203) 774-4102
FAX:.....(203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

Biro Engineering(609) 883-9866
FAX:.....(609) 883-2702
Box 2175
Princeton, NJ 08543

Blough Enterprises(814) 445-5229
FAX:.....(814) 445-3967
R.D. #2 Box 121-D
Friedens, PA 15541

British-American
Communications, Inc.(818) 951-3900
State Wats:.....(800) 278-3900
FAX:.....(818) 951-2951
6847 Foothill Blvd.
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Notes

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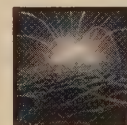
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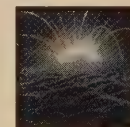
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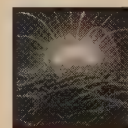
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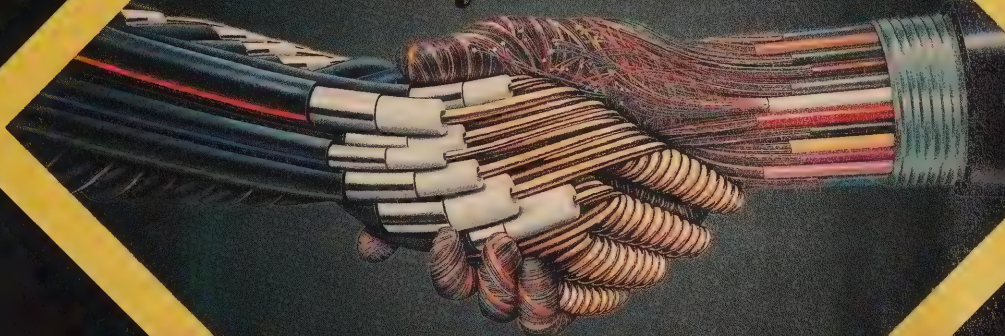


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FAX:.....(206) 813-1001
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23315 66th Avenue South
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FAX:.....(310) 832-9970
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4F, No. 87, Chien I Road
Chung Ho City
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FAX:.....(410) 987-1201
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FAX:.....(619) 438-2412
2330 Faraday Avenue
Carlsbad, CA 92008

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FAX:.....(317) 881-6790
5134 Commerce Square Dr.
Indianapolis, IN 46237

Keptel, Inc.(908) 389-8800
FAX:.....(908) 389-3746
56 Park Road
Tinton Falls, NJ 07724

Microwave Filter Co. Inc.(315) 437-3953
National Wats:.....(800) 448-1666
FAX:.....(315) 463-1467
6743 Kinne St.
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Molex Fiber Optic Interconnect
Technologies, Inc.(708) 512-8787
National Wats:(800) A1-FIBER
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National Wats:.....(800) 777-3300
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Lightwave Corp.....(919) 541-8100
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FAX:.....(919) 541-8265
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UK Freefone:.....0800-894-969
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FAX:.....(216) 831-7636
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FAX:.....(303) 792-2642
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Inc.(612) 938-8080
National Wats:.....(800) 366-3891
FAX:.....(612) 946-3292
4900 West 78th Street
Minneapolis, MN 55435

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American Lightwave Systems, Inc.)(203) 630-5770
FAX:.....(203) 630-5701
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Meriden, CT 06450-8323



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National Wats:(800) TO-ANTEC
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FAX:.....(303) 290-4375
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FAX:.....(708) 369-4299
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.....(607) 739-3844
National Wats:.....(800) 336-3526
FAX:.....(206) 813-1001
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23315 66th Avenue South
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FAX:.....(814) 234-2841
Suite B, 2820 East College Avenue
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Hatboro, PA 19040



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National Wats:.....(800) 788-1330
FAX:.....(408) 970-8543
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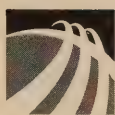
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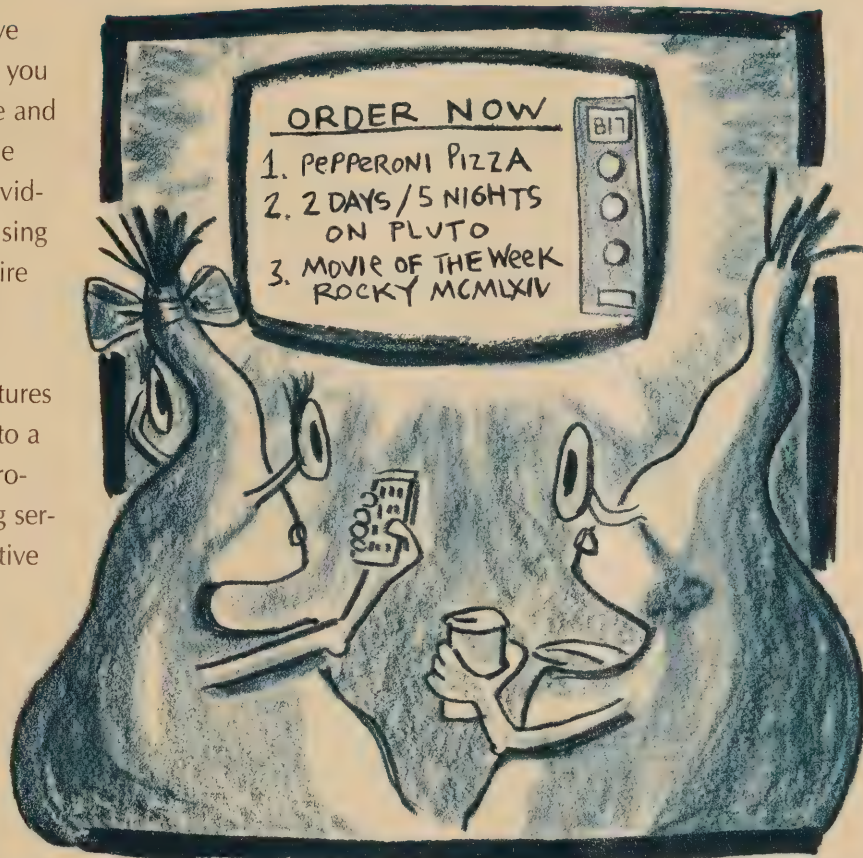
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FAX:.....(404) 643-0899
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94 Inverness Terrace East
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FAX:.....(916) 366-3240
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FAX:(508) 752-1520
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National Wats:(800) 551-2288
FAX:(310) 530-5603
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National Wats:(800) 839-4262
FAX:(510) 522-5908
1420 Harbor Bay Parkway
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National Wats:(800) 326-9444
FAX:(717) 322-5373
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Canada-wide:(800) 668-0175
FAX:(905) 985-9592
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Com-Tek.....(816) 826-3011
National Wats:(800) 467-2588
FAX:(816) 826-8461
RR 6, Box 255 B
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National Wats:(800) 526-2332
FAX:(610) 584-7875
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Splicers

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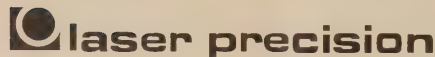
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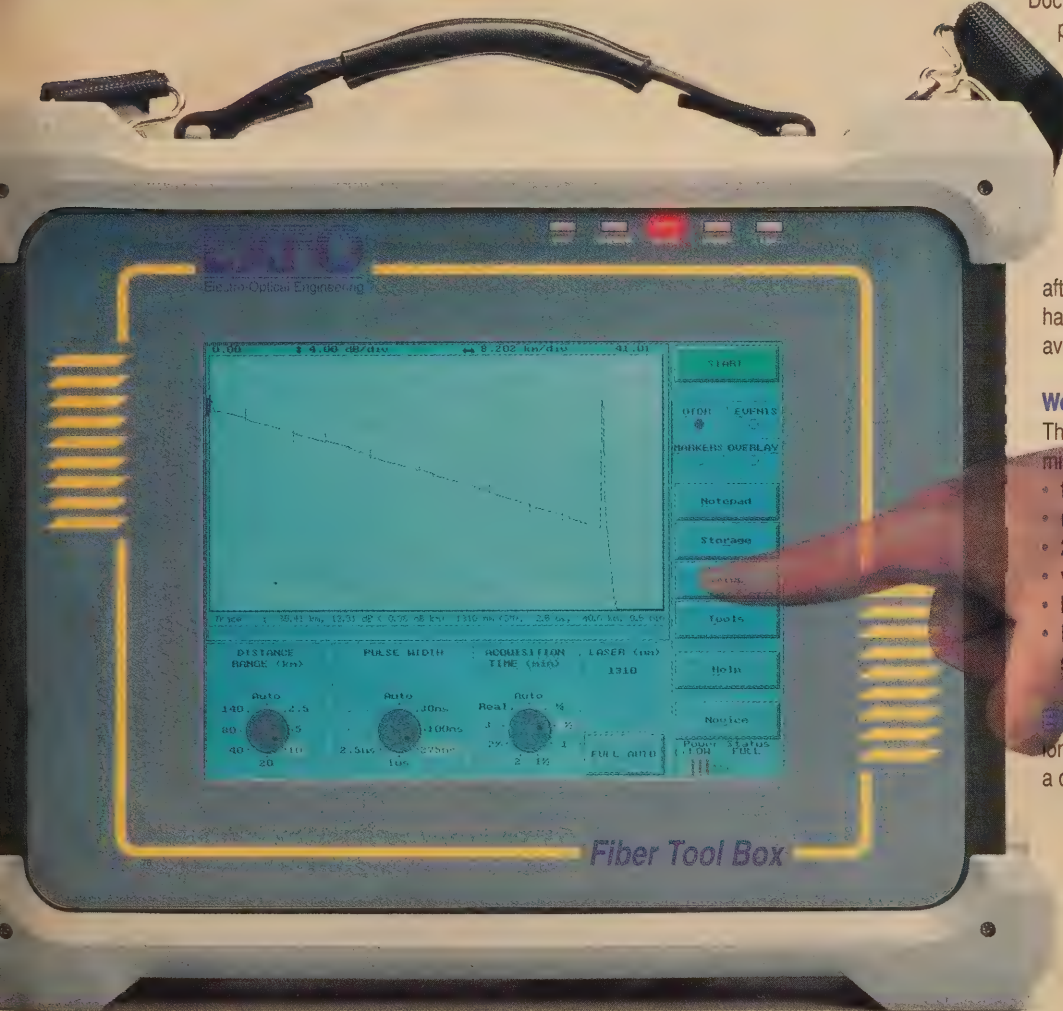
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1111 Parkcentre Blvd.
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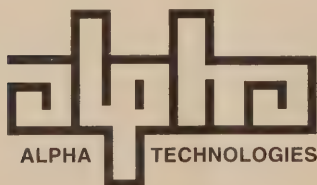
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 Broadband Networks.....(404) 661-5995
 National Wats:.....(800) NORTHERN
 FAX:.....(404) 661-5784
 One Ravinia Drive
 Suite 200
 Atlanta, GA 30346

Philips Broadband
 Networks, Inc.(315) 682-9105
 National Wats:.....(800) 448-5171
 State Wats:.....(800) 522-7464
 FAX:.....(315) 682-9006
 100 Fairgrounds Dr.
 Manlius, NY 13104

Reliance Comm/Tec
 Reliable Electric Division(708) 455-8010
 FAX:.....(708) 451-5516
 11333 Addison Street
 Franklin Park, IL 60131

3M Telecom
 Systems Division.....(512) 984-3400
 National Wats:.....(800) 426-8688
 FAX:.....(512) 984-6628
 6801 River Place Blvd.
 Austin, TX 78726-9000

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ANTEC (NASDAQ: ANTC)
 Domestic and International
 Headquarters.....(708) 439-4444
 National Wats:.....(800) TO-ANTEC
 FAX:.....(708) 439-8527
 2850 W. Golf Road
 Rolling Meadows, IL 60008

Peregrine Communications, Inc.(303) 278-9660
 National Wats:(800) 359-9660; (800) 373-0689
 FAX:.....(303) 278-9685
 14818 W 6th Avenue, Suite 16A
 Golden, CO 80401

Power & Telephone
 Supply Co.(901) 324-6116
 National Wats:.....(800) 238-7514
 FAX:.....(901) 320-3082
 2673 Yale Avenue
 Memphis, TN 38112-3335

Sprint/North Supply(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Washington Cable
 Supply, Inc.(301) 577-1200
 National Wats:.....(800) 888-0738
 FAX:.....(301) 577-5551
 4600-D Boston Way
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Customer interface and appliances

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ADTRAN(205) 971-8000
 National Wats:.....(800) 326-3700
 FAX:.....(205) 971-8116
 901 Explorer Boulevard
 Huntsville, AL 35806-2807

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 Domestic and International
 Headquarters.....(708) 439-4444
 National Wats:.....(800) TO-ANTEC
 FAX:.....(708) 439-8527
 2850 W. Golf Road
 Rolling Meadows, IL 60008

ATCi - (Antenna Technology
 Communications, Inc.).....(602) 264-7275
 FAX:.....(602) 898-7667
 1128 E. Greenway St. Suite 1
 Mesa, AZ 85203

Catel Telecommunications
 Subsidiary of MERET Optical Communications,
 Inc.(510) 659-8988
 National Wats:.....(800) 225-4046
 FAX:.....(510) 651-8437
 48507 Milmont Drive
 Fremont, CA 94538

First Pacific Networks.....(408) 943-7600
 FAX:.....(408) 943-7666
 871 Fox Lane
 San Jose, California 95131

Gordon Kapes, Inc.(708) 676-1750
 FAX:.....(708) 982-0747
 5520 West Touhy Avenue
 Skokie, IL 60077

Northern Telecom
 Broadband Networks.....(404) 661-5995
 National Wats:.....(800) NORTHERN
 FAX:.....(404) 661-5784
 One Ravinia Drive
 Suite 200
 Atlanta, GA 30346

CUSTOMER ACCESS UNITS

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Networks, Inc.(315) 682-9105
National Wats:.....(800) 448-5171
State Wats:(800) 522-7464
FAX:.....(315) 682-9006
100 Fairgrounds Dr.
Manlius, NY 13104

Tadiran Electronic Industries, Inc.(813) 536-3222
FAX:.....(813) 535-3506
573 Myerlake Circle
Clearwater, FL 34620

3M Telecom
Systems Division.....(512) 984-3400
National Wats:.....(800) 426-8688
FAX:.....(512) 984-6628
6801 River Place Blvd.
Austin, TX 78726-9000

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2850 W. Golf Road
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Brumfield Network
Communications.....(510) 522-3820
National Wats:.....(800) 839-4262
FAX:.....(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

Integrated Network Services
Oxford Lake Business Center(404) 442-8738
FAX:.....(404) 442-9927
2001 Westside Drive
Bldg 100, Suite 100
Alpharetta, GA 30201

Power & Telephone
Supply Co.....(901) 324-6116
National Wats:.....(800) 238-7514
FAX:.....(901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

Sprint/North Supply(913) 791-7000
National Wats:.....(800) 639-2288
FAX:.....(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Telewire Supply(303) 799-4343
National Wats:.....(800) 232-9378
FAX:.....(303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

Toner Cable
Equipment Inc.(215) 675-2053
National Wats:.....(800) 523-5947
UK Freefone: 0800-894-969
FAX:.....(215) 675-7543
969 Horsham Road
Horsham, PA 19044

TW Comcorp.....(516) 753-0900
National Wats:.....(800) 331-9009
FAX:.....(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

Data communications equipment

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National Wats:.....(800) 366-3891
FAX:.....(612) 946-3292
4900 West 78th Street
Minneapolis, MN 55435

ADTRAN(205) 971-8000
National Wats:.....(800) 326-3700
FAX:.....(205) 971-8116
901 Explorer Boulevard
Huntsville, AL 35806-2807

Advanced Communications
International, Inc. (ADCOM).....(702) 453-8655
National Wats:.....(800) 923-2664
FAX:.....(702) 453-2120
51 North Pecos Road, Suite 108
Las Vegas, NV 89101

AT&T(303) 290-2170
FAX:.....(303) 290-4375
6160 S. Syracuse Way, Suite 100
Englewood, CO 80111

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FAX:.....(602) 898-7667
1128 E. Greenway St. Suite 1
Mesa, AZ 85203

C-COR Electronics, Inc.(814) 238-2461
National Wats:.....(800) 233-2267
FAX:.....(800) 238-4065
60 Decibel Road
State College, PA 16801

CableBus Systems Corp.....(503) 235-1241
FAX:.....(503) 235-1261
15 SE 6th Ave.
Portland, OR 97214

Canoga-Perkins(818) 718-6300
FAX:.....(818) 718-6312
21012 Lassen Street
Chatsworth, CA 91311

Catel Telecommunications, Subsidiary of MERET
Optical Communications, Inc.(510) 659-8988
National Wats:.....(800) 225-4046
FAX:.....(510) 651-8437
48507 Milmont Drive
Fremont, CA 94538

CXR Telecom Corp./
Halcyon Division(408) 435-8520
National Wats:.....(800) 537-5762
FAX:.....(408) 435-1276
2040 Fortune Drive
Suite 102
San Jose, CA 95131

Digital Equipment Corporation.....(508) 692-2562
FAX:.....(508) 392-0603
550 King Street
Littleton, MA 01460

Dovetail Surveys Inc.(610) 264-0100
FAX:.....(610) 264-8901
961 Marcon Blvd. #450
Allentown, PA 18103

DPS Inc.(209) 454-1600
FAX:.....(209) 454-1688
4922 E. Yale Avenue
Fresno, CA 93727-1517

DTS Inc. (Formerly Digital Transmission
Systems Inc.).....(404) 798-1300
Technical Support:(800) 955-1387
e-mail: support@ds.netra.com
FAX:.....(404) 798-1325
3000 Northwoods Parkway
Building 330
Norcross, GA 30071

Dynatech
Communications, Inc.(703) 494-1400
FAX:.....(703) 490-8013
12650 Darby Brooke Court
Woodbridge, VA 22192

FIRST PACIFIC NETWORKS

First Pacific Networks.....(408) 943-7600
FAX:.....(408) 943-7666
871 Fox Lane
San Jose, California 95131

Frederick Engineering.....(410) 290-9000
FAX:.....(410) 381-7180
10200 Old Columbia Road
Columbia, MD 21046

General Datacomm, Inc.(203) 574-1118
FAX:.....(203) 758-8507
1579 Straits Turnpike
Middlebury, CT 06762-1299

Harris Network Support
Products, Inc.....(214) 235-5292
National Wats:.....(800) 890-5292
FAX:.....(214) 235-5299
1850 N. Greenville Avenue, M/S 184
Richardson, TX 75081

IPITEK(619) 438-8362
FAX:.....(619) 438-2412
2330 Faraday Avenue
Carlsbad, CA 92008

LeBlanc Communications Inc.....(214) 934-1894
National Wats:.....(800) 231-2311
FAX:.....(214) 934-1893
12801 North Central Expressway
North Central Plaza III, Suite 150
Dallas, TX 75243



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FAX:.....(708) 632-3164
1475 West Shure Drive
Arlington Heights, IL 60004

Multidyne Electronics, Inc.....(516) 671-7278
National Wats:.....(800) 4TV-TEST
FAX:.....(516) 671-3362
191 Forest Ave
Locust Valley, NY 11560

NEC America, Inc.....(516) 753-7000
FAX:.....(516) 753-7434
8 Corporate Center Drive
Melville, NY 11747

Newbridge Networks, Inc.(703) 834-3600
FAX:.....(703) 471-7080
593 Herndon Parkway
Herndon, VA 22070

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State Wats:(800) 522-7464
FAX:.....(315) 682-9006
100 Fairgrounds Dr.
Manlius, NY 13104

Racon Inc.....(800) 426-5245 West Coast
National Wats:.....(800) 957-0099 East Coast
FAX:.....(206) 246-9306
12628 Interurban Avenue South
Seattle, WA 98168

SMI.....(914) 353-1700
FAX:.....(914) 353-7833
630 Route 303
Blauvelt, NY 10913

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FAX:.....(813) 535-3506
573 Myerlake Circle
Clearwater, FL 34620

Tellabs, Inc.(708) 969-8800
National Wats:.....(800) 445-6501
FAX:.....(708) 852-7346
4951 Indiana Avenue
Lisle, IL 60532

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National Wats:.....(800) 426-8688
FAX:.....(512) 984-6628
6801 River Place Blvd.
Austin, TX 78726-9000

TV/COM International.....(619) 451-1500
FAX:.....(619) 451-1505
16516 Via Esprillo
San Diego, CA 92127

Tyton Corporation.....(414) 355-1130
National Wats:.....(800) 537-1512
FAX:.....(414) 355-7341
7930 N. Faulkner Road
Milwaukee, WI 53224

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FAX:.....(708) 391-8569
1000 Milwaukee Avenue
Glenview, IL 60025

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National Wats:.....(800) 923-2664
FAX:.....(702) 453-2120
51 North Pecos Road, Suite 108
Las Vegas, NV 89101

Brumfield Network
Communications.....(510) 522-3820
National Wats:.....(800) 839-4262
FAX:.....(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

Capella
Telecommunications Inc.(905) 985-9911
Canada-wide:.....(800) 668-0175
FAX:.....(905) 985-9592
60 Vanedward Drive, Unit 6
Port Perry, Ontario, Canada L9L 1G3

Computer Video Solutions
A division of Circle Computer
Company, Inc.(717) 733-7868
FAX:.....(717) 738-0789
29 South Charles Street
Ephrata, PA 17522

Integrated Network Services
Oxford Lake Business Center(404) 442-8738
FAX:.....(404) 442-9927
2001 Westside Drive
Bldg 100, Suite 100
Alpharetta, GA 30201

NCS Industries Inc.(215) 657-4690
National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

◆ ENCLOSURES

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FAX:(303) 278-9685
14818 W 6th Avenue, Suite 16A
Golden, CO 80401

Pitts, T.R. Co.(507) 452-2629
National Wats:(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987

Power & Telephone
Supply Co.(901) 324-6116
National Wats:(800) 238-7514
FAX:(901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

Sprint/North Supply(913) 791-7000
National Wats:(800) 639-2288
FAX:(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

TW Comcorp.(516) 753-0900
National Wats:(800) 331-9009
FAX:(516) 752-7181
81 Executive Blvd.
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National Wats:(800) 888-0738
FAX:(301) 577-5551
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Willow Grove, PA 19090

Enclosures

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Inc.(612) 938-8080
National Wats:(800) 366-3891
FAX:(612) 946-3292
4900 West 78th Street
Minneapolis, MN 55435

AMP
Product Information Center.....(800) 522-6752
FAX:(717) 986-7575
PO Box 3608
Harrisburg, PA 17105-3609

Amphenol Fiber
Optic Products.....(708) 960-1010
FAX:(708) 810-5640
1925 A Ohio Street
Lisle, IL 60532

ANTEC (NASDAQ: ANTC)
Domestic and International
Headquarters.....(708) 439-4444
National Wats:(800) TO-ANTEC
FAX:(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

AT&T(303) 290-2170
FAX:(303) 290-4375
6160 S. Syracuse Way, Suite 100
Englewood, CO 80111

Cable Security(334) 742-0050
National Wats:(800) 288-1506
FAX:(334) 742-0058
506 Walker Street
PO Box 2796
Opelika, AL 36801

CableTek Wiring Products.....(216) 365-3889
National Wats:(800) 562-9378
FAX:(216) 322-0321
1150 Taylor St.
Elyria, OH 44035

Catel Telecommunications
Subsidiary of MERET Optical Communications,
Inc.(510) 659-8988
National Wats:(800) 225-4046
FAX:(510) 651-8437
48507 Milmont Drive
Fremont, CA 94538

Christy Concrete Products Inc.(800) 486-7070
FAX:(800) 486-6804
44100 Christy Street
Fremont, CA 94538

ComPedCo Inc.
Parent Company: Milbank
Manufacturing Company(816) 483-5314
FAX:(816) 483-6357
PO Box 419028
Kansas City, MO 64141-0028

Diversified Control, Inc.(716) 822-0700
FAX:(716) 822-0740
3333 California Rd.
Orchard Park, NY 14127

Eagle Comtronics, Inc.(315) 622-3402
National Wats:(800) 448-7474
FAX:(315) 622-3800
4562 Waterhouse Road
Clay, NY 13041

Electronic Metal
Products, Inc.(303) 375-8000
FAX:(303) 375-8015
21000 East 32nd Parkway
Aurora, CO 80011

Federal Telecom Inc.
P.O. Box 630(815) 338-6000
FAX:(815) 648-2649
12121 Route 173
Hebron, IL 60034

Gould, Inc.
Fiber Optics Division(410) 987-5600
National Wats:(800) 544-6853
FAX:(410) 987-1201
1121 Benfield Boulevard
Millersville, MD 21108



Hennessy Products(800) 950-7146
FAX:(717) 264-1634
910 Progress Road
PO Box 509
Chambersburg, PA 17201



Keptel, Inc.(908) 389-8800
FAX:(908) 389-3746
56 Park Road
Tinton Falls, NJ 07724

Multilink(216) 366-6966
National Wats:(800) 678-4510
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587 Ternes Avenue
PO Box 955
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Northern Telecom
Broadband Networks.....(404) 661-5995
National Wats:.....(800) NORTHERN
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Philips Broadband
Networks, Inc.(315) 682-9105
National Wats:.....(800) 448-5171
State Wats:.....(800) 522-7464
FAX:.....(315) 682-9006
100 Fairgrounds Dr.
Manlius, NY 13104

Porta Systems Corp.(516) 364-9300
National Wats:.....(800) 93 PORTA
FAX:.....(516) 682-7760
575 Underhill Boulevard
Syosset, NY 11791

Preformed Line
Products Company(216) 461-5200
FAX:.....(216) 442-8816
PO Box 91129
Cleveland, OH 44101

Quazite(615) 986-9726
National Wats:.....(800) 346-3062
State Wats:.....(800) 346-3062
FAX:.....(615) 986-0585
3621 Industrial Park Drive
Lenoir City, TN 37771

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11333 Addison Street
Franklin Park, IL 60131

Siecor Corporation(704) 327-5000
FAX:.....(704) 327-5488
P.O. Box 489
Hickory, NC 28603-0489

Siemens Stromberg-Carlson.....(407) 955-6054
FAX:.....(407) 955-8351
900 Broken Sound Parkway
Boca Raton, FL 33487

SMI.....(914) 353-1700
FAX:.....(914) 353-7833
630 Route 303
Blauvelt, NY 10913

Superior Metal Products Inc.(206) 455-9159
FAX:.....(206) 453-1182
2110 116th Avenue N.E.
Bellevue, WA 98004

Thomas & Betts
Telecom Group.....(800) 888-0211
FAX:.....(901) 680-5139
1555 Lynnfield Road
Memphis, TN 38119

3M Telecom
Systems Division.....(512) 984-3400
National Wats:.....(800) 426-8688
FAX:.....(512) 984-6628
6801 River Place Blvd.
Austin, TX 78726-9000

Tyton Corporation(414) 355-1130
National Wats:.....(800) 537-1512
FAX:.....(414) 355-7341
7930 N. Faulkner Road
Milwaukee, WI 53224

DISTRIBUTORS

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National Wats:.....(800) 232-0883
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464 Pratt Street Ext.
PO Box 5057
Meriden, CT 06450

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National Wats:.....(800) TO-ANTEC
FAX:.....(708) 439-8527
2850 W. Golf Road
Rolling Meadows, IL 60008

AXSYS Communications, Inc.(203) 774-4102
FAX:.....(203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

Brumfield Network
Communications.....(510) 522-3820
National Wats:.....(800) 839-4262
FAX:.....(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

Budco(918) 252-3420
National Wats:.....(800) 331-2246
FAX:.....(918) 252-1997
PO Box 3065
Tulsa, OK 74101

Cable Services
Company, Inc.(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Comm/net Systems, Inc.(206) 623-8670
National Wats:.....(800) 274-0544
FAX:.....(206) 623-8684
Maritime Building, Suite 565
911 Western Avenue
Seattle, WA 98104

Fibertron Corporation.....(714) 871-3344
FAX:.....(714) 871-5616
1405 E. Orangethorpe Ave.
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Integrated Network Services
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National Wats:.....(800) 678-4510
FAX:.....(216) 366-6802
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National Wats:.....(800) 523-2342
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2255- E.Wyandotte Road
Willow Grove, PA 19090

Optical Fiber
Components, Inc.(603) 898-3302
National Wats:.....(800) 782-6304
FAX:.....(800) 442-6324
24 Keewaydin Drive
Salem, NH 03079

Power & Telephone
Supply Co.....(901) 324-6116
National Wats:.....(800) 238-7514
FAX:.....(901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

Scott Cable
Communications, Inc.(516) 694-7157
FAX:.....(516) 694-5174
PO Box 562
Farmingdale, NY 11735

◆ MULTIPLEXERS

Sprint/North Supply(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Sunset Enterprises, Inc.(609) 478-6741
 National Wats:.....(800) 900-9879
 FAX:.....(609) 478-0516
 P.O. Box 135
 Ewan, NJ 08025

Telewire Supply(303) 799-4343
 National Wats:.....(800) 232-9378
 FAX:.....(303) 643-4797
 94 Inverness Terrace East
 Suite 310
 Englewood, CO 80112

TW Comcorp.....(516) 753-0900
 National Wats:.....(800) 331-9009
 FAX:.....(516) 752-7181
 81 Executive Blvd.
 Farmingdale, NY 11735

W. Whitaker & Associates, Inc.....(317) 447-3345
 National Wats:.....(800) 433-8775
 FAX:.....(317) 447-5064
 120 Professional Ct., Suite A
 PO Box 6327
 Lafayette, IN 47903-6327

Washington Cable
 Supply, Inc.(301) 577-1200
 National Wats:.....(800) 888-0738
 FAX:.....(301) 577-5551
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NCS Industries Inc.(215) 657-4690
 National Wats:.....(800) 523-2342
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Multiplexers

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 FAX:.....(205) 971-8116
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 FAX:.....(702) 453-2120
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 Information Software, Inc.).....(404) 448-0977
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 FAX:.....(818) 718-6312
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 National Wats:.....(800) 225-4046
 FAX:.....(510) 651-8437
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 Systems Inc.).....(404) 798-1300
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 Norcross, GA 30071

Fujitsu Network Transmission
 Systems.....(214) 690-6000
 FAX:.....(214) 497-6990
 2801 Telecom Parkway
 Richardson, TX 75243

General Datacomm, Inc.(203) 574-1118
 FAX:.....(203) 758-8507
 1579 Straits Turnpike
 Middlebury, CT 06762-1299

Gould, Inc.
 Fiber Optics Division.....(410) 987-5600
 National Wats:.....(800) 544-6853
 FAX:.....(410) 987-1201
 1121 Benfield Boulevard
 Millersville, MD 21108

Grass Valley Group, Inc.....(916) 478-3000
 FAX:.....(916) 478-4020
 PO Box 1114
 Grass Valley, CA 95945

IPITEK(619) 438-8362
 FAX:.....(619) 438-2412
 2330 Faraday Avenue
 Carlsbad, CA 92008

Multidyne Electronics, Inc.....(516) 671-7278
 National Wats:.....(800) 4TV-TEST
 FAX:.....(516) 671-3362
 191 Forest Ave
 Locust Valley, NY 11560

NEC America, Inc.(516) 753-7000
 FAX:.....(516) 753-7434
 8 Corporate Center Drive
 Melville, NY 11747

Newbridge Networks, Inc.(703) 834-3600
 FAX:.....(703) 471-7080
 593 Herndon Parkway
 Herndon, VA 22070

Northern Telecom
 Broadband Networks.....(404) 661-5995
 National Wats:(800) NORTHERN
 FAX:.....(404) 661-5784
 One Ravinia Drive
 Suite 200
 Atlanta, GA 30346

Rycom Instruments, Inc.(816) 353-2100
 National Wats:.....(800) 851-7347
 FAX:.....(816) 353-5050
 9351 E. 59th Street
 Raytown, MO 64133

Siemens Stromberg-Carlson.....(407) 955-6054
 FAX:.....(407) 955-8351
 900 Broken Sound Parkway
 Boca Raton, FL 33487

Tadiran Electronic Industries, Inc.(813) 536-3222
 FAX:.....(813) 535-3506
 573 Myerlake Circle
 Clearwater, FL 34620

Telecast Fiber
 Systems, Inc.(508) 754-4858
 FAX:.....(508) 752-1520
 102 Grove Street
 Worcester, MA 01605

Tellabs, Inc.(708) 969-8800
 National Wats:.....(800) 445-6501
 FAX:.....(708) 852-7346
 4951 Indiana Avenue
 Lisle, IL 60532

3M Telecom
 Systems Division.....(512) 984-3400
 National Wats:.....(800) 426-8688
 FAX:.....(512) 984-6628
 6801 River Place Blvd.
 Austin, TX 78726-9000

TV/COM International.....(619) 451-1500
 FAX:.....(619) 451-1505
 16516 Via Esprillo
 San Diego, CA 92127

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 National Wats:.....(800) 923-2664
 FAX:.....(702) 453-2120
 51 North Pecos Road, Suite 108
 Las Vegas, NV 89101

ANTEC (NASDAQ: ANTC)
 Domestic and International
 Headquarters.....(708) 439-4444
 National Wats:.....(800) TO-ANTEC
 FAX:.....(708) 439-8527
 850 W. Golf Road
 Rolling Meadows, IL 60008

Brumfield Network
 Communications.....(510) 522-3820
 National Wats:.....(800) 839-4262
 FAX:.....(510) 522-5908
 1420 Harbor Bay Parkway
 Suite 195
 Alameda, CA 94502

Cable Services
 Company, Inc.(717) 323-8518
 National Wats:.....(800) 326-9444
 FAX:.....(717) 322-5373
 2113 Marydale Avenue
 Williamsport, PA 17701-1498

Capella
 Telecommunications Inc.(905) 985-9911
 Canada-wide:.....(800) 668-0175
 FAX:.....(905) 985-9592
 60 Vanedward Drive, Unit 6
 Port Perry, Ontario, Canada L9L 1G3

Fibertron Corporation.....(714) 871-3344
 FAX:.....(714) 871-5616
 1405 E. Orangethorpe Ave.
 Fullerton, CA 92631

Incospec Inc.(514) 686-0033
 FAX:.....(514) 688-7709
 3150 Delaunay
 Laval, Quebec, Canada H7L 5E1

Integrated Network Services
 Oxford Lake Business Center(404) 442-8738
 FAX:.....(404) 442-9927
 2001 Westside Drive
 Bldg 100, Suite 100
 Alpharetta, GA 30201

NCS Industries Inc.(215) 657-4690
 National Wats:.....(800) 523-2342
 FAX:.....(215) 657-0840
 2255- E.Wyandotte Road
 Willow Grove, PA 19090

Power & Telephone
 Supply Co.(901) 324-6116
 National Wats:.....(800) 238-7514
 FAX:.....(901) 320-3082
 2673 Yale Avenue
 Memphis, TN 38112-3335

Sprint/North Supply(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

MULTIPLEXERS ♦

Toner Cable
 Equipment Inc.(215) 675-2053
 National Wats:.....(800) 523-5947
 UK Freefone: 0800-894-969
 FAX:.....(215) 675-7543
 969 Horsham Road
 Horsham, PA 19044

Washington Cable
 Supply, Inc.(301) 577-1200
 National Wats:.....(800) 888-0738
 FAX:.....(301) 577-5551
 4600-D Boston Way
 Lanham, MD 20706

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 National Wats:.....(800) 523-2342
 FAX:.....(215) 657-0840
 2255- E.Wyandotte Road
 Willow Grove, PA 19090

Network management systems

MANUFACTURERS

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 Inc.(612) 938-8080
 National Wats:.....(800) 366-3891
 FAX:.....(612) 946-3292
 4900 West 78th Street
 Minneapolis, MN 55435

ADC Video Systems (Formerly
 American Lightwave Systems, Inc.).....(203) 630-5770
 FAX:.....(203) 630-5701
 999 Research Parkway
 Meriden, CT 06450-8323

ADTRAN(205) 971-8000
 National Wats:.....(800) 326-3700
 FAX:.....(205) 971-8116
 901 Explorer Boulevard
 Huntsville, AL 35806-2807

Advanced Communications
 International, Inc. (ADCOM).....(702) 453-8655
 National Wats:.....(800) 923-2664
 FAX:.....(702) 453-2120
 51 North Pecos Road, Suite 108
 Las Vegas, NV 89101

◆ NETWORK MANAGEMENT SYSTEMS

Amphenol Fiber
Optic Products.....(708) 960-1010
FAX:.....(708) 810-5640
1925 A Ohio Street
Lisle, IL 60532

AT&T.....(303) 290-2170
FAX:.....(303) 290-4375
6160 S. Syracuse Way, Suite 100
Englewood, CO 80111

AXSYS Communications, Inc.(203) 774-4102
FAX:.....(203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

Bosch Telecom, Inc.....(301) 670-9777
FAX:.....(301) 670-3992
9201 Gaither Road
Gaithersburg, MD 20877-1439

C.I.S. (Communications
Information Software, Inc.).....(404) 448-0977
FAX:.....(404) 242-8583
6855 Jimmy Carter Blvd.
Suite 2200
Norcross, GA 30071

C-COR Electronics, Inc.(814) 238-2461
National Wats:.....(800) 233-2267
FAX:.....(800) 238-4065
60 Decibel Road
State College, PA 16801

Colcom, Inc.(512) 244-6689
National Wats:.....(800) 888-1978
FAX:.....(512) 244-6694
15527 Ranch Road 620 N.
Austin, TX 78717

Cordell Manufacturing
Company Inc.(818) 966-4402
FAX:.....(818) 339-2582
668 Arrow Grand Circle
Covina, CA 91722

CXR Telecom Corp./
Halcyon Division.....(408) 435-8520
National Wats:.....(800) 537-5762
FAX:.....(408) 435-1276
2040 Fortune Drive
Suite 102
San Jose, CA 95131

Digital Equipment Corporation.....(508) 692-2562
FAX:.....(508) 392-0603
550 King Street
Littleton, MA 01460

DTS Inc. (Formerly Digital Transmission
Systems Inc.).....(404) 798-1300
Technical Support:(800) 955-1387
e-mail: support@dts.netra.com
FAX:.....(404) 798-1325
3000 Northwoods Parkway
Building 330
Norcross, GA 30071

Dynatech
Communications, Inc.(703) 494-1400
FAX:.....(703) 490-8013
12650 Darby Brooke Court
Woodbridge, VA 22192



EDS(214) 605-6190
FAX:.....(214) 605-6201
5400 Legacy, HI-5C-36
Plano, TX 75024

Ericsson Inc.....(800) 288-ERIC
FAX:.....(214) 680-9643
1010 East Arapaho Road
Richardson, TX 75081

FiberCorp, Inc.(407) 495-5568
FAX:.....(407) 495-5569
5300 West Atlantic Avenue
Delray Beach, FL 33484

First Pacific Networks.....(408) 943-7600
FAX:.....(408) 943-7666
871 Fox Lane
San Jose, California 95131

Fujitsu Network Transmission
Systems.....(214) 690-6000
FAX:.....(214) 497-6990
2801 Telecom Parkway
Richardson, TX 75243

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1579 Straits Turnpike
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Harris Network Support
Products, Inc.....(214) 235-5292
National Wats:.....(800) 890-5292
FAX:.....(214) 235-5299
1850 N. Greenville Avenue, M/S 184
Richardson, TX 75081

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FAX:.....(619) 438-2412
2330 Faraday Avenue
Carlsbad, CA 92008

LeBlanc Communications Inc.....(214) 934-1894
National Wats:.....(800) 231-2311
FAX:.....(214) 934-1893
12801 North Central Expressway
North Central Plaza III, Suite 150
Dallas, TX 75243

LeeMah DataCom
Security Corporation(510) 786-0790
National Wats:.....(800) 331-2734
FAX:.....(510) 786-1123
3948 Trust Way
Hayward, CA 94545



MOTOROLA
Multimedia Group

Motorola, Inc. - Multimedia Group.....(708) 632-3409
FAX:.....(708) 632-3164
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FAX:.....(516) 753-7434
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593 Herndon Parkway
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National Wats:(800) NORTHERN
FAX:.....(404) 661-5784
One Ravinia Drive
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Atlanta, GA 30346



Scientific-Atlanta, Inc.
Broadband Communications Group (800) 433-6222
4261 Communications Drive
Norcross, GA 30093

Siecor Corporation(704) 327-5000
 FAX:.....(704) 327-5488
 P.O. Box 489
 Hickory, NC 28603-0489

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 FAX:.....(407) 955-8351
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 573 Myerlake Circle
 Clearwater, FL 34620

Tellabs, Inc.(708) 969-8800
 National Wats:.....(800) 445-6501
 FAX:.....(708) 852-7346
 4951 Indiana Avenue
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TV/COM International.....(619) 451-1500
 FAX:.....(619) 451-1505
 16516 Via Esprillo
 San Diego, CA 92127

Tyton Corporation.....(414) 355-1130
 National Wats:.....(800) 537-1512
 FAX:.....(414) 355-7341
 7930 N. Faulkner Road
 Milwaukee, WI 53224

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 National Wats:.....(800) 923-2664
 FAX:.....(702) 453-2120
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 Las Vegas, NV 89101

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 2850 W. Golf Road
 Rolling Meadows, IL 60008

Capella
 Telecommunications Inc.(905) 985-9911
 Canada-wide:.....(800) 668-0175
 FAX:.....(905) 985-9592
 60 Vanedward Drive, Unit 6
 Port Perry, Ontario, Canada L9L 1G3

Colcom, Inc.(512) 244-6689
 National Wats:.....(800) 888-1978
 FAX:.....(512) 244-6694
 15527 Ranch Road 620 N.
 Austin, TX 78717

Integrated Network Services
 Oxford Lake Business Center(404) 442-8738
 FAX:.....(404) 442-9927
 2001 Westside Drive
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Power & Telephone
 Supply Co.(901) 324-6116
 National Wats:.....(800) 238-7514
 FAX:.....(901) 320-3082
 2673 Yale Avenue
 Memphis, TN 38112-3335

Sprint/North Supply(913) 791-7000
 National Wats:.....(800) 639-2288
 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Operational support systems

MANUFACTURERS

ADC Video Systems (Formerly
 American Lightwave Systems, Inc.).....(203) 630-5770
 FAX:.....(203) 630-5701
 999 Research Parkway
 Meriden, CT 06450-8323

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 Rolling Meadows, IL 60008

Arrowsmith Technologies, Inc.(512) 454-3554
 National Wats:.....(800) 454-3554
 FAX:.....(512) 454-1210
 8900 Shoal Creek Blvd.
 Building 300
 Austin, TX 78757

AT&T(303) 290-2170
 FAX:.....(303) 290-4375
 6160 S. Syracuse Way, Suite 100
 Englewood, CO 80111

CableData(916) 636-5800
 FAX:.....(916) 636-5645
 11020 Sun Center Drive
 Rancho Cordova, CA 95670

Colcom, Inc.(512) 244-6689
 National Wats:.....(800) 888-1978
 FAX:.....(512) 244-6694
 15527 Ranch Road 620 N.
 Austin, TX 78717



EDS(214) 605-6190
 FAX:.....(214) 605-6201
 5400 Legacy, HI-5C-36
 Plano, TX 75024

Ericsson Raynet.....(415) 324-6400
 FAX:.....(415) 324-6666
 155 Constitution Drive
 Menlo Park, CA 94025-1106

Gordon Kapes, Inc.(708) 676-1750
 FAX:.....(708) 982-0747
 5520 West Touhy Avenue
 Skokie, IL 60077

Harris Network Support
 Products, Inc.(214) 235-5292
 National Wats:.....(800) 890-5292
 FAX:.....(214) 235-5299
 1850 N. Greenville Avenue, M/S 184
 Richardson, TX 75081



MOTOROLA
 Multimedia Group

Motorola, Inc. - Multimedia Group(708) 632-3409
 FAX:.....(708) 632-3164
 1475 West Shure Drive
 Arlington Heights, IL 60004

Northern Telecom
 Broadband Networks.....(404) 661-5995
 National Wats:.....(800) NORTHERN
 FAX:.....(404) 661-5784
 One Ravinia Drive
 Suite 200
 Atlanta, GA 30346

◆ OUTSIDE PLANT HARDWARE

Philips Broadband
Networks, Inc.(315) 682-9105
National Wats:(800) 448-5171
State Wats:(800) 522-7464
FAX:(315) 682-9006
100 Fairgrounds Dr.
Manlius, NY 13104

Porta Systems Corp.(516) 364-9300
National Wats:(800) 93 PORTA
FAX:(516) 682-7760
575 Underhill Boulevard
Syosset, NY 11791

Siemens Stromberg-Carlson.....(407) 955-6054
FAX:(407) 955-8351
900 Broken Sound Parkway
Boca Raton, FL 33487

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Power & Telephone Supply Co.(901) 324-6116
National Wats:(800) 238-7514
FAX:(901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

Sprint/North Supply(913) 791-7000
National Wats:(800) 639-2288
FAX:(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Outside plant hardware**MANUFACTURERS**

ACT Communication Inc.(903) 961-2300
National Wats:(800) 950-2281
FAX:(903) 961-2222
109 North Main Street
Ector, TX 75439

ADC Telecommunications, Inc.(612) 938-8080
National Wats:(800) 366-3891
FAX:(612) 946-3292
4900 West 78th Street
Minneapolis, MN 55435

ADC Video Systems (Formerly
American Lightwave Systems, Inc.)(203) 630-5770
FAX:(203) 630-5701
999 Research Parkway
Meriden, CT 06450-8323

ADSCO Line Products.....(713) 223-1179
National Wats:(800) 247-6484
FAX:(713) 223-5529
100 Jackson @ Commerce
Houston, TX 77002

AMP
Product Information Center.....(800) 522-6752
FAX:(717) 986-7575
PO Box 3608
Harrisburg, PA 17105-3609

Amphenol Fiber
Optic Products.....(708) 960-1010
FAX:(708) 810-5640
1925 A Ohio Street
Lisle, IL 60532

AT&T(303) 290-2170
FAX:(303) 290-4375
6160 S. Syracuse Way, Suite 100
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Augat Communication Products Inc.
Worldwide Headquarters(206) 854-9802
.....(607) 739-3844
National Wats:(800) 336-3526
FAX:(206) 813-1001
.....(607) 739-0106
23315 66th Avenue South
Kent, WA 98032

AXSYS Communications, Inc.(203) 774-4102
FAX:(203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

Cable Spinning
Equipment Co.....(612) 354-2081
National Wats:(800) 428-9267
FAX:(612) 354-2083
Box 308, 100 West Central
New London, MN 56273

Canoga-Perkins(818) 718-6300
FAX:(818) 718-6312
21012 Lassen Street
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CXR Telecom Corp./
Halcyon Division(408) 435-8520
National Wats:(800) 537-5762
FAX:(408) 435-1276
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Suite 102
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Diamond Communication
Products, Inc.(908) 789-1400
FAX:(908) 789-7975
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Ericsson Inc.(800) 288-ERIC
FAX:(214) 680-9643
1010 East Arapaho Road
Richardson, TX 75081

Federal Telecom Inc.
P.O. Box 630(815) 338-6000
FAX:(815) 648-2649
12121 Route 173
Hebron, IL 60034

Fiber Optic Network
Solutions Corp.(508) 842-4744
FAX:(508) 842-5640
587-B Hartford Turnpike
Shrewsbury, MA 01545

Keptel, Inc.(908) 389-8800
FAX:(908) 389-3746
56 Park Road
Tinton Falls, NJ 07724

Lourdes Industries, Inc.(516) 234-6600
National Wats:(800) 358-0303
State Wats:(800) 368-3728
FAX:(516) 234-7599
65 Hoffman Avenue
Hauppauge, NY 11788

Multilink.....(216) 366-6966
National Wats:(800) 678-4510
FAX:(216) 366-6802
587 Ternes Avenue
PO Box 955
Elyria, OH 44035

Northern Telecom
Broadband Networks.....(404) 661-5995
National Wats:(800) NORTHERN
FAX:(404) 661-5784
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Suite 200
Atlanta, GA 30346

OUTSIDE PLANT HARDWARE

Optotec S.p.A.
Telephone: 39-2-66425205
Fax: 39-2-66425222
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20095 Cusano Milanino (MI) Italy

Porta Systems Corp.(516) 364-9300
National Wats:(800) 93 PORTA
FAX:(516) 682-7760
575 Underhill Boulevard
Syosset, NY 11791

Preformed Line
Products Company(216) 461-5200
FAX:(216) 442-8816
PO Box 91129
Cleveland, OH 44101

Quazite(615) 986-9726
National Wats:(800) 346-3062
State Wats:(800) 346-3062
FAX:(615) 986-0585
3621 Industrial Park Drive
Lenoir City, TN 37771

Reliance Comm/Tec
Reliable Electric Division(708) 455-8010
FAX:(708) 451-5516
11333 Addison Street
Franklin Park, IL 60131

Sachs Communications Inc.(404) 382-4114
National Wats:(800) 829-7224
FAX:(404) 386-5482
211 Stonewall St.
Cartersville, GA 30120

Siecor Corporation(704) 327-5000
FAX:(704) 327-5488
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Thomas & Betts
Telecom Group(800) 888-0211
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3M Telecom
Systems Division(512) 984-3400
National Wats:(800) 426-8688
FAX:(512) 984-6628
5801 River Place Blvd.
Austin, TX 78726-9000

TT Technologies, Inc.(708) 851-8200
National Wats:(800) 533-2078
FAX:(708) 851-8299
1771 Mallette Road
Aurora, IL 60505

Tyton Corporation(414) 355-1130
National Wats:(800) 537-1512
FAX:(414) 355-7341
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FAX:(510) 522-5908
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Suite 195
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Cable Services
Company, Inc.(717) 323-8518
National Wats:(800) 326-9444
FAX:(717) 322-5373
2113 Marydale Avenue
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Multilink(216) 366-6966
National Wats:(800) 678-4510
FAX:(216) 366-6802
587 Ternes Avenue
PO Box 955
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Pitts, T.R. Co.(507) 452-2629
National Wats:(800) 533-8092
458 West Sanborn Street
PO Box 57
Winona, MN 55987

Power & Telephone
Supply Co.(901) 324-6116
National Wats:(800) 238-7514
FAX:(901) 320-3082
2673 Yale Avenue
Memphis, TN 38112-3335

Scott Cable
Communications, Inc.(516) 694-7157
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Sprint/North Supply(913) 791-7000
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Telewire Supply(303) 799-4343
National Wats:(800) 232-9378
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TW Comcorp(516) 753-0900
National Wats:(800) 331-9009
FAX:(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

W. Whitaker & Associates, Inc.(317) 447-3345
National Wats:(800) 433-8775
FAX:(317) 447-5064
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PO Box 6327
Lafayette, TN 47903-6327

Washington Cable
Supply, Inc.(301) 577-1200
National Wats:(800) 888-0738
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REPAIR

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Switching systems

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 6160 S. Syracuse Way, Suite 100
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ATCi - (Antenna Technology
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Channelmatic, Inc.(619) 445-2691
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 National Wats:(800) NORTHERN
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 FAX:.....(407) 955-8351
 900 Broken Sound Parkway
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FAX:.....(708) 632-3164
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 Arlington Heights, IL 60004

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 Systems Division.....(512) 984-3400
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 FAX:.....(512) 984-6628
 6801 River Place Blvd.
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 Communications.....(510) 522-3820
 National Wats:.....(800) 839-4262
 FAX:.....(510) 522-5908
 1420 Harbor Bay Parkway
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FAX: (612) 946-3292
4900 West 78th Street
Minneapolis, MN 55435

ADC Video Systems (Formerly American Lightwave Systems, Inc.) (203) 630-5770
FAX: (203) 630-5701
999 Research Parkway
Meriden, CT 06450-8323

AT&T (303) 290-2170
FAX: (303) 290-4375
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Englewood, CO 80111

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National Wats: (800) 229-4ALT
FAX: (203) 872-6439
P.O. Box 802
Tolland, CT 06084-0802

AXSYS Communications, Inc. (203) 774-4102
FAX: (203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

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National Wats: (800) 326-9444
FAX: (717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Eagle Comtronics, Inc. (315) 622-3402
National Wats: (800) 448-7474
FAX: (315) 622-3800
4562 Waterhouse Road
Clay, NY 13041

Ericsson Raynet (415) 324-6400
FAX: (415) 324-6666
155 Constitution Drive
Menlo Park, CA 94025-1106

First Pacific Networks (408) 943-7600
FAX: (408) 943-7666
871 Fox Lane
San Jose, California 95131

General Instrument Corporation
GI Communications Division (215) 674-4800
National Wats: (800) 523-6678
FAX: (215) 956-6497
2200 Byberry Road
Hatboro, PA 19040

IPITEK (619) 438-8362
FAX: (619) 438-2412
2330 Faraday Avenue
Carlsbad, CA 92008



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National Wats: (800) NORTHERN
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One Ravinia Drive
Suite 200
Atlanta, GA 30346



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National Wats: (800) 448-5171
State Wats: (800) 522-7464
FAX: (315) 682-9006
100 Fairgrounds Dr.
Manlius, NY 13104

Scientific-Atlanta, Inc.
Broadband Communications Group (800) 433-6222
4261 Communications Drive
Norcross, GA 30093

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FAX: (407) 955-8351
900 Broken Sound Parkway
Boca Raton, FL 33487

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National Wats: (800) 445-6501
FAX: (708) 852-7346
4951 Indiana Avenue
Lisle, IL 60532

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National Wats: (800) 551-2288
FAX: (310) 530-5603
3430 Fujita St.
Torrance, CA 90505

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National Wats: (800) 839-4262
FAX: (510) 522-5908
1420 Harbor Bay Parkway
Suite 195
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Capella Telecommunications Inc. (905) 985-9911
Canada-wide: (800) 668-0175
FAX: (905) 985-9592
60 Vanedward Drive, Unit 6
Port Perry, Ontario, Canada L9L 1G3

Comm/net Systems, Inc. (206) 623-8670
National Wats: (800) 274-0544
FAX: (206) 623-8684
Maritime Building, Suite 565
911 Western Avenue
Seattle, WA 98104

Peregrine Communications, Inc. (303) 278-9660
National Wats: (800) 359-9660; (800) 373-0689
FAX: (303) 278-9685
14818 W 6th Avenue, Suite 16A
Golden, CO 80401

Power & Telephone Supply Co. (901) 324-6116
National Wats: (800) 238-7514
FAX: (901) 320-3082
2673 Yale Avenue
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 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Colcom, Inc.(512) 244-6689
 National Wats:.....(800) 888-1978
 FAX:.....(512) 244-6694
 15527 Ranch Road 620 N.
 Austin, TX 78717

Test equipment, telecom

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 FAX:.....(612) 946-3292
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 National Wats:.....(800) 367-2636
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 FAX:.....(203) 872-6439
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 Tolland, CT 06084-0802

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 Richmond, VA 23236

Berry Test Sets(402) 498-8400
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 11422 Miracle Hills Drive
 Suite 500
 Omaha, NE 68154

Canoga-Perkins(818) 718-6300
 FAX:.....(818) 718-6312
 21012 Lassen Street
 Chatsworth, CA 91311

CXR Telecom Corp./
 Halcyon Division(408) 435-8520
 National Wats:.....(800) 537-5762
 FAX:.....(408) 435-1276
 2040 Fortune Drive, Suite 102
 San Jose, CA 95131

EXFO E.O. Engineering, Inc.(418) 683-0211
 National Wats:.....(800) 663-EXFO
 FAX:.....(418) 683-2170
 465 Godin
 Vanier, QC, Canada, G1M 3G7

FiberCorp, Inc.(407) 495-5568
 FAX:.....(407) 495-5569
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 FAX:.....(805) 987-2547
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 Camarillo, CA 93012-8519

HC Protek(201) 767-7242
 FAX:.....(201) 767-7343
 154 Veterans Drive
 Northvale, NJ 07647

Hewlett-Packard
 Direct Marketing Organization
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 PO Box 58199
 MS 51 LSJ
 Santa Clara, CA 95052-9952

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 FAX:.....(216) 366-6802
 587 Ternes Avenue
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 FAX:.....(402) 466-0967
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 3200 Sencore Drive
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 FAX:.....(503) 627-5801
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 FAX:.....(404) 246-9733
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 FAX:.....(512) 984-6628
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FAX:.....(510) 522-5908
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15527 Ranch Road 620 N.
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FAX:.....(206) 623-8684
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FAX:.....(404) 442-9927
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FAX:.....(215) 657-0840
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National Wats:.....(800) 890-3624
FAX:.....(717) 828-6335
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National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
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FAX:.....(203) 796-2091
One Kennedy Avenue
Danbury, CT 06810

Amphenol Fiber
Optic Products(708) 960-1010
FAX:.....(708) 810-5640
1925 A Ohio Street
Lisle, IL 60532

Arrow Fastener Co. Inc.(201) 843-6900
FAX:.....(201) 843-3911
271 Mayhill St.
Saddlebrook, NJ 07662

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 3070-B Bay Vista Court
 Benicia, CA 94510

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 National Wats:.....(800) 394-4046
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 207 Middlesex Ave.
 PO Box 373
 Chester, CT 06412-0373

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 FAX:.....(612) 354-2083
 Box 308, 100 West Central
 New London, MN 56273

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 FAX:.....(805) 987-2547
 809 Calle Plano
 Camarillo, CA 93012-8519

Klein Tools, Inc.(708) 677-9500
 7200 McCormick Blvd.
 PO Box 599033
 Chicago, IL 60659-9033

Lemco Tool Corp.(717) 494-0620
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 FAX:.....(717) 494-0860
 R.R. 2
 Box 330A
 Cogan Station, PA 17728

Multilink.....(216) 366-6966
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 FAX:.....(216) 366-6802
 587 Ternes Avenue
 PO Box 955
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 National Wats:.....(800) 777-3300
 FAX:.....(708) 532-1811
 17301 S. Ridgeland
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 National Wats:.....(800) 528-8665
 FAX:.....(203) 635-3631
 46 Nooks Hill Road
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Siecor Corporation(704) 327-5000
 FAX:.....(704) 327-5488
 P.O. Box 489
 Hickory, NC 28603-0489

Thomas & Betts
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 National Wats:.....(800) 326-9444
 FAX:.....(717) 322-5373
 2113 Marydale Avenue
 Williamsport, PA 17701-1498

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 314 Elizabeth Lane
 Corona, CA 91720

Jensen Tools(800) 426-1194
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 FAX:.....(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Sunset Enterprises, Inc.(609) 478-6741
 National Wats:.....(800) 900-9879
 FAX:.....(609) 478-0516
 P.O. Box 135
 Ewan, NJ 08025

Telewire Supply(303) 799-4343
 National Wats:.....(800) 232-9378
 FAX:.....(303) 643-4797
 94 Inverness Terrace East, Suite 310
 Englewood, CO 80112

TVC Incorporated(717) 533-4982
 National Wats:.....(800) 233-2147
 FAX:.....(717) 533-6592
 1746 E. Chocolate Ave.
 Hershey, PA 17033

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 National Wats:.....(800) 331-9009
 FAX:.....(516) 752-7181
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 Farmingdale, NY 11735

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FAX:.....(317) 447-5064
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PO Box 6327
Lafayette, IN 47903-6327

Washington Cable
Supply, Inc.(301) 577-1200
National Wats:.....(800) 888-0738
FAX:.....(301) 577-5551
4600-D Boston Way
Lanham, MD 20706

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FAX:.....(909) 272-3032
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NCS Industries Inc.(215) 657-4690
National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
2255- E.Wyandotte Road
Willow Grove, PA 19090

Transmission systems

MANUFACTURERS



ADC Telecommunications, Inc.....(612) 938-8080
National Wats:.....(800) 366-3891
FAX:.....(612) 946-3292
4900 West 78th Street
Minneapolis, MN 55435

ADC Video Systems (Formerly
American Lightwave Systems, Inc.)(203) 630-5770
FAX:.....(203) 630-5701
999 Research Parkway
Meriden, CT 06450-8323

ADTRAN(205) 971-8000
National Wats:.....(800) 326-3700
FAX:.....(205) 971-8116
901 Explorer Boulevard
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Antennas for Communications.....(904) 687-4121
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350 Cypress Road
Ocala, FL 34472

AT&T.....(303) 290-2170
FAX:.....(303) 290-4375
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FAX:.....(602) 898-7667
1128 E. Greenway St. Suite 1
Mesa, AZ 85203

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FAX:.....(203) 774-4783
P.O. Box 571
Danielson, CT 06239-0571

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FAX:.....(301) 670-3992
9201 Gaither Road
Gaithersburg, MD 20877-1439

C-COR Electronics, Inc.(814) 238-2461
National Wats:.....(800) 233-2267
FAX:.....(800) 238-4065
60 Decibel Road
State College, PA 16801

Catel Telecommunications, Subsidiary of MERET
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National Wats:.....(800) 225-4046
FAX:.....(510) 651-8437
48507 Milmont Drive
Fremont, CA 94538

Commonwealth
Communications Inc.(717) 820-5000
National Wats:.....(800) 258-9501
FAX:.....(717) 820-5135
256 N. Sherman Street
Wilkes-Barre, PA 18702

CXR Telecom Corp./
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San Jose, CA 95131

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Ericsson Raynet.....(415) 324-6400
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Menlo Park, CA 94025-1106

Federal Telecom Inc.
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Hebron, IL 60034

Foxcom.....(310) 275-8420
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Los Angeles, CA 90035

Fujitsu Network Transmission
Systems.....(214) 690-6000
FAX:.....(214) 497-6990
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Richardson, TX 75243

Gabriel Electronics, Inc.....(207) 883-5161
FAX:.....(207) 883-4469
PO Box 70
Scarborough, ME 04070-0070

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PO Box 1114
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 FAX:(214) 934-1893
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Broadband Communications Group (800) 433-6222
 4261 Communications Drive
 Norcross, GA 30093



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Multimedia Group

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 Clearwater, FL 34620

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 FAX:(708) 852-7346
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 Lisle, IL 60532

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 National Wats:(800) 426-8688
 FAX:(512) 984-6628
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 Austin, TX 78726-9000

UHF Associates(707) 584-7844
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 National Wats:(800) 839-4262
 FAX:(510) 522-5908
 1420 Harbor Bay Parkway
 Suite 195
 Alameda, CA 94502

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 FAX:(901) 320-3082
 2673 Yale Avenue
 Memphis, TN 38112-3335

Sprint/North Supply(913) 791-7000
 National Wats:(800) 639-2288
 FAX:(913) 791-7019
 600 Industrial Parkway
 Industrial Airport, KS 66031

Notes



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Digital test equipment

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ADC Telecommunications,
Inc.(612) 938-8080
National Wats:.....(800) 366-3891
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Morgan Hill, CA 95037-2809

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Omaha, NE 68154

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PO Box 58199
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FAX:.....(516) 671-3362
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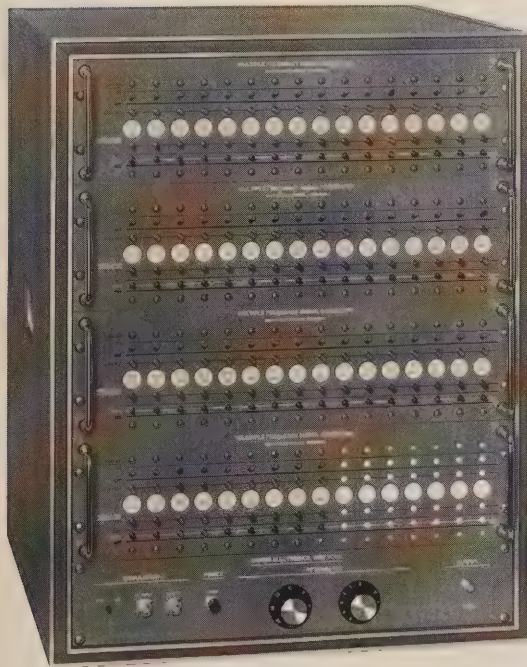
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FAX:.....(708) 658-0582
208 Berg St.
Algonquin, IL 60102

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FAX:.....(510) 522-5908
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FAX:.....(818) 457-7260
1000 South Fremont
Alhambra, CA 91803

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FAX:.....(404) 962-7539
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 FAX:.....(813) 758-3800
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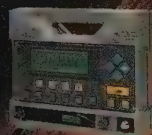
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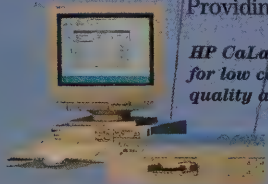
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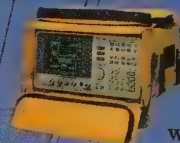
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FAX:.....(215) 657-0840
2255- E. Wyandotte Road
Willow Grove, PA 19090

RMT Engineering Inc.(916) 366-3240
National Wats:.....(800) 228-0633
FAX:.....(916) 366-3240
9779 Business Park Dr. Ste I
Sacramento, CA 95827

LEAKAGE DETECTION & MONITORING EQUIPMENT ◆

Wavetek Corporation(317) 788-9351
National Wats:.....(800) 622-5515
Customer Service:.....(800) 851-1198
FAX:.....(317) 782-4607
5808 Churchman Bypass
Indianapolis, IN 46203-6109

Leakage detection & monitoring equipment

MANUFACTURERS

Automated Light Technologies Inc.(203) 872-0065
National Wats:.....(800) 229-4ALT
FAX:.....(203) 872-6439
P.O. Box 802
Tolland, CT 06084-0802

B.E. Duval Co.(310) 833-0951
FAX:.....(310) 832-9970
PO Box 5255
San Pedro, CA 90733

Cable Leakage Technologies, Inc.(214) 907-8100
National Wats:.....(800) 783-8878
FAX:.....(214) 907-2950
1111 International Parkway
Suite 110
Richardson, TX 75081

ComSonics, Inc.(703) 434-5965
National Wats:.....(800) 336-9681
FAX:.....(703) 432-9794
1350 Port Republic Road
PO Box 1106
Harrisonburg, VA 22801

CXR Telecom Corp./Halcyon Division(408) 435-8520
National Wats:.....(800) 537-5762
FAX:.....(408) 435-1276
2040 Fortune Drive, Suite 102
San Jose, CA 95131

Dovetail Surveys Inc.(610) 264-0100
FAX:.....(610) 264-8901
961 Marcon Blvd. #450
Allentown, PA 18103

Hewlett-Packard Direct Marketing Organization
Attn: Inquiry Manager(800) 452-4844
PO Box 58199
MS 51 LSJ
Santa Clara, CA 95052-9952

Lindsay Specialty Products(705) 324-2196
National Wats:.....(800) 465-7046
FAX:.....(705) 324-5474
50 Mary St. W.
Lindsay, Ontario, Canada K9V 4S7

Metrotech Corp.(415) 940-4900
FAX:.....(415) 962-9527
670 National Avenue
Mountain View, CA 94043

Sadelco, Inc.(201) 569-3323
National Wats:.....(800) 569-6299
FAX:.....(201) 569-6285
75 W. Forest Ave.
Englewood, NJ 07631

Telecommunication Products Corporation(717) 267-3939
FAX:.....(717) 263-1547
130 Industrial Drive
PO Box 476
Chambersburg, PA 17201

3M Telecom Systems Division.....(512) 984-3400
National Wats:.....(800) 426-8688
FAX:.....(512) 984-6628
6801 River Place Blvd.
Austin, TX 78726-9000



Trilithic, Inc.(317) 895-3600
National Wats:.....(800) 344-2412
FAX:.....(317) 895-3613
9202 East 33rd Street
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National Wats:.....(800) TO-ANTEC
FAX:.....(708) 439-8527
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Rolling Meadows, IL 60008

Authorized Parts Co.(708) 658-6900
FAX:.....(708) 658-0582
208 Berg St.
Algonquin, IL 60102

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National Wats:.....(800) 839-4262
FAX:.....(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

Cable Services Company, Inc.(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
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Com-Tek.....(816) 826-3011
National Wats:.....(800) 467-2588
FAX:.....(816) 826-8461
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75 Grayson Industrial Pkwy.
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 UK Freefone: 0800-894-969
 FAX:.....(215) 675-7543
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 FAX:.....(717) 533-6592
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 National Wats:.....(800) 433-8775
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 National Wats:.....(800) 888-0738
 FAX:.....(301) 577-5551
 4600-D Boston Way
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 National Wats:.....(800) 263-0733
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100 Main Street
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 FAX:.....(518) 382-8452
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 FAX:.....(810) 234-9037
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 FAX:.....(215) 657-0840
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 National Wats:.....(800) 228-0633
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 Austin, TX 78726-9000

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 National Wats:.....(800) 344-2412
 FAX:.....(317) 895-3613
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 National Wats:.....(800) SENCORE
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 FAX:.....(816) 826-8461
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 Sedalia, MO 65301

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 911 Western Avenue
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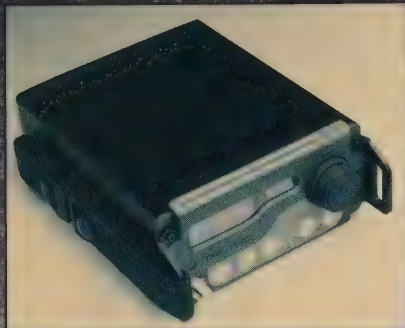


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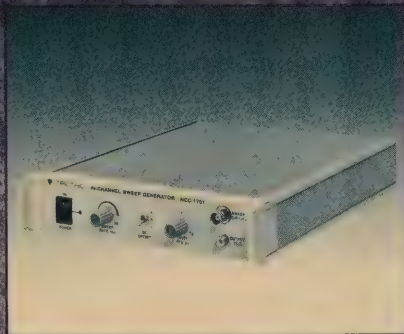
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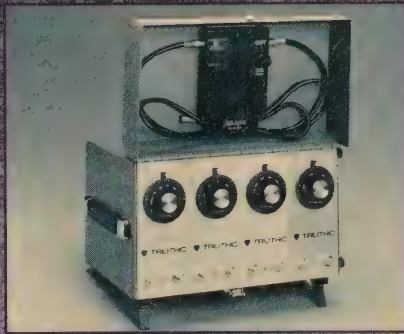
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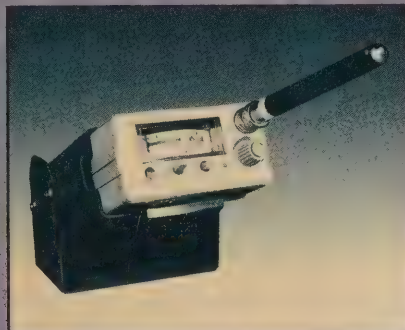
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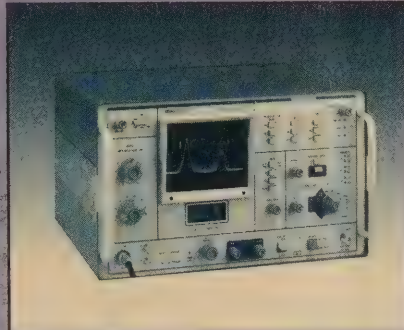
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2850 W. Golf Road
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Authorized Parts Co.....(708) 658-6900
FAX:.....(708) 658-0582
208 Berg St.
Algonquin, IL 60102

B.E. Duval Co.....(310) 833-0951
FAX:.....(310) 832-9970
PO Box 5255
San Pedro, CA 90733

Brumfield Network
Communications.....(510) 522-3820
National Wats:.....(800) 839-4262
FAX:.....(510) 522-5908
1420 Harbor Bay Parkway
Suite 195
Alameda, CA 94502

Cable Services
Company, Inc.....(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

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FAX:.....(818) 457-7260
1000 South Fremont
Alhambra, CA 91803

Capella
Telecommunications Inc.....(905) 985-9911
Canada-wide:.....(800) 668-0175
FAX:.....(905) 985-9592
60 Vanedward Drive, Unit 6
Port Perry, Ontario, Canada L9L 1G3

Coast CATV Supply Inc.....(909) 272-2360
FAX:.....(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

Com-Tek.....(816) 826-3011
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FAX:.....(816) 826-8461
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National Wats:.....(800) 274-0544
FAX:.....(206) 623-8684
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National Wats:.....(800) 241-1232
FAX:.....(404) 962-7539
75 Grayson Industrial Pkwy.
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National Wats:.....(800) 526-2332
FAX:.....(610) 584-7875
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National Wats:.....(800) 628-4511
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Ventura, CA 93003

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7815 South 46th Street
Phoenix, AZ 85044

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National Wats:.....(800) 233-7600
FAX:.....(717) 263-1547
130 Industrial Drive
Chambersburg, PA 17201-6006

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FAX:.....(800) 329-8008
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Grayson, GA 30221

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FAX:.....(303) 779-1749
6940 S. Holly Circle, Suite 200
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National Wats:.....(800) 438-0812
FAX:.....(404) 643-0899
4343 Shallowford Road
Suite F3
Marietta, GA 30062

Multicom, Inc.....(407) 331-7779
National Wats:.....(800) 423-2594
FAX:.....(407) 339-0204
776 Bennett Drive
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National Wats:.....(800) 714-7884
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Pitts, T.R. Co.....(507) 452-2629
National Wats:.....(800) 533-8092
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PO Box 57
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National Wats:.....(800) 367-1450
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RF Technologies(516) 467-5080
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Spectrum.....(817) 267-2288
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FAX:.....(817) 354-8445
803 Forest Ridge
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Sprint/North Supply(913) 791-7000
National Wats:.....(800) 639-2288
FAX:.....(913) 791-7019
600 Industrial Parkway
Industrial Airport, KS 66031

Telewire Supply(303) 799-4343
National Wats:.....(800) 232-9378
FAX:.....(303) 643-4797
94 Inverness Terrace East
Suite 310
Englewood, CO 80112

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.....(208) 683-2019
.....(208) 683-3998
FAX:.....(208) 683-2374
5402 Highway 95
Cocolalla, ID 83813

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Equipment Inc.(215) 675-2053
National Wats:.....(800) 523-5947
UK Freefone: 0800-894-969
FAX:.....(215) 675-7543
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TSB, Inc.(605) 426-6140
National Wats:.....(800) 292-0126
100 Main Street
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Ipswich, SD 57451

Tulsat Corp.....(918) 251-2887
National Wats:.....(800) 331-5997
FAX:.....(918) 251-1138
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Broken Arrow, OK 74012

TVC Incorporated(717) 533-4982
National Wats:.....(800) 233-2147
FAX:.....(717) 533-6592
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Hershey, PA 17033

TW Comcorp.....(516) 753-0900
National Wats:.....(800) 331-9009
FAX:.....(516) 752-7181
81 Executive Blvd.
Farmingdale, NY 11735

W. Whitaker & Associates, Inc.....(317) 447-3345
National Wats:.....(800) 433-8775
FAX:.....(317) 447-5064
120 Professional Ct., Suite A
PO Box 6327
Lafayette, IN 47903-6327

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FAX:.....(714) 546-7014
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National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

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FAX:.....(909) 272-3032
314 Elizabeth Lane
Corona, CA 91720

Colcom, Inc.(512) 244-6689
National Wats:.....(800) 888-1978
FAX:.....(512) 244-6694
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Austin, TX 78717

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Electronics, Inc.....(703) 386-7451
National Wats:.....(800) 247-5883
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Gate City, VA 24251

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National Wats:.....(800) 241-1232
FAX:.....(404) 962-7539
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Grayson, GA 30221

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National Wats:.....(800) 336-9681
FAX:.....(703) 432-9794
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Harrisonburg, VA 22801

CONTEC.....(518) 382-8000
National Wats:.....(800) 382-2723
FAX:.....(518) 382-8452
1023 State Street
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Schenectady, NY 12301-0739

CTV Inc.....(717) 828-6235
National Wats:.....(800) 890-3624
FAX:.....(717) 828-6335
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Dingman's Ferry, PA 18328

dB-tronics, Inc.(803) 574-0155
National Wats:.....(800) 356-2730
FAX:.....(803) 574-0383
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Spartanburg, SC 29301

Digitrace, Inc.....(810) 234-1301
FAX:.....(810) 234-9037
2040 S. Saginaw
Flint, MI 48503

Electronic Comm. Inc.(502) 449-4608
National Wats:.....(800) 726-1475
4721 Dixie Highway
Louisville, KY 40216

Lee Enterprise
A Division of Diamond W
Investments, Inc.(402) 365-7520
National Wats:.....(800) 551-0096
FAX:.....(402) 365-7856
623 Fourth St.
PO Box 590
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National Wats:.....(800) 523-2342
FAX:.....(215) 657-0840
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Willow Grove, PA 19090

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FAX:.....(407) 744-4618
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Jupiter, FL 33477

RMT Engineering Inc.(916) 366-3240
National Wats:.....(800) 228-0633
FAX:.....(916) 366-3240
9779 Business Park Dr. Ste I
Sacramento, CA 95827

Sadelco, Inc.(201) 569-3323
National Wats:.....(800) 569-6299
FAX:.....(201) 569-6285
75 W. Forest Ave.
Englewood, NJ 07631

Tulsat Corp.(918) 251-2887
National Wats:.....(800) 331-5997
FAX:.....(918) 251-1138
1605 E. Iola
Broken Arrow, OK 74012

Wavetek Corporation(317) 788-9351
National Wats:.....(800) 622-5515
Customer Service:.....(800) 851-1198
FAX:.....(317) 782-4607
5808 Churchman Bypass
Indianapolis, IN 46203-6109

Anritsu Wiltron Company.....(408) 776-8300
National Wats:.....(800) 230-AWSC
FAX:.....(408) 776-1744
685 Jarvis Drive
Morgan Hill, CA 95037-2809

Applied Instruments(317) 782-4331
FAX:.....(317) 786-9665
5234 Elmwood Avenue
Indianapolis, IN 46203

ATCi - (Antenna Technology
Communications, Inc.).....(602) 264-7275
FAX:.....(602) 898-7667
1128 E. Greenway St. Suite 1
Mesa, AZ 85203

AVCOM of Virginia, Inc.(804) 794-2500
FAX:.....(804) 794-8284
500 Southlake Blvd.
Richmond, VA 23236

Rohde & Schwarz, Inc.(301) 459-8800
FAX:.....(301) 459-2810
4425 Nicole Drive
Lanham, MD 20706

Superior Electronics
Group, Inc.(813) 756-6000
FAX:.....(813) 758-3800
6432 Parkland Drive
Sarasota, FL 34243

Tektronix Inc.(503) 627-3124
FAX:.....(503) 627-5801
P.O. Box 500, M/S 58-699
Beaverton, OR 97077

Trilithic, Inc.(317) 895-3600
National Wats:.....(800) 344-2412
FAX:.....(317) 895-3613
9202 East 33rd Street
Indianapolis, IN 46236

TTC (Telecommunications
Techniques Corporation).....(301) 353-1550
National Wats:.....(800) 638-2049
FAX:.....(301) 353-0734
10400 Observation Drive
Germantown, MD 20876



**Blonder Tongue
Laboratories, Inc.(908) 679-4000**
FAX:.....(908) 679-4353
One Jake Brown Road
Old Bridge, NJ 08857

CXR Telecom Corp./
Halcyon Division(408) 435-8520
National Wats:.....(800) 537-5762
FAX:.....(408) 435-1276
2040 Fortune Drive
Suite 102
San Jose, CA 95131

HC Protek.....(201) 767-7242
FAX:.....(201) 767-7343
154 Veterans Drive
Northvale, NJ 07647

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208 Berg St.
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Cable Services
Company, Inc.(717) 323-8518
National Wats:.....(800) 326-9444
FAX:.....(717) 322-5373
2113 Marydale Avenue
Williamsport, PA 17701-1498

Capella
Telecommunications Inc.(905) 985-9911
Canada-wide:.....(800) 668-0175
FAX:.....(905) 985-9592
60 Vanedward Drive, Unit 6
Port Perry, Ontario, Canada L9L 1G3

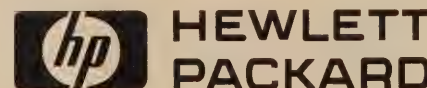
Spectrum analyzers

MANUFACTURERS



AM Communications, Inc.(215) 536-1354
National Wats:.....(800) 248-9004
FAX:.....(215) 536-1475
1900 AM Drive
PO Box 9004
Quakertown, PA 18951-9004

Ando Corporation.....(301) 294-3365
National Wats:.....(800) 367-2636
FAX:.....(301) 294-3359
7617 Standish Place
Rockville, MD 20855



**Hewlett-Packard
Direct Marketing Organization**
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PO Box 58199
MS 51 LSJ
Santa Clara, CA 95052-9952

SPECTRUM ANALYZERS ◆

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Com-Tek.....(816) 826-3011
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Comm/net Systems, Inc.(206) 623-8670
National Wats:.....(800) 274-0544
FAX:.....(206) 623-8684
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ComSE Sales Corp.....(404) 963-7870
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FAX:.....(404) 962-7539
75 Grayson Industrial Pkwy.
Grayson, GA 30221

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National Wats:.....(800) 526-2332
FAX:.....(610) 584-7875
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National Wats:.....(800) 525-8386
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National Wats:.....(800) 639-2288
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Industrial Airport, KS 66031

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Equipment Inc.(215) 675-2053
National Wats:.....(800) 523-5947
UK Freefone: 0800-894-969
FAX:(215) 675-7543
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TSB, Inc.(605) 426-6140
National Wats:.....(800) 292-0126
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TVC Incorporated(717) 533-4982
National Wats:.....(800) 233-2147
FAX:(717) 533-6592
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National Wats:.....(800) 326-9444
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Colcom, Inc.(512) 244-6689
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9779 Business Park Dr. Ste I
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Soltec Corporation(818) 365-0800
FAX:.....(818) 365-7839
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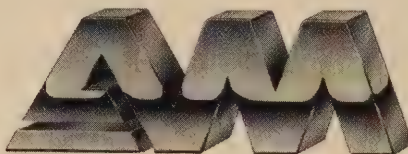
Wavetek Corporation(317) 788-9351
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Customer Service:.....(800) 851-1198
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Trilithic, Inc.(317) 895-3600
National Wats:.....(800) 344-2412
FAX:.....(317) 895-3613
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Sweep systems

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National Wats:.....(800) 230-AWSC
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CXR Telecom Corp./
Halcyon Division(408) 435-8520
National Wats:.....(800) 537-5762
FAX:.....(408) 435-1276
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Customer Service:.....(800) 851-1198
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Telecommunications Inc.(905) 985-9911
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FAX:(816) 826-8461
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FAX:(610) 584-7875
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P.O. Box 1268
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Incospec Inc.(514) 686-0033
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National Wats:.....(800) 229-4ALT
FAX:.....(203) 872-6439
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Technical Support:.....(800) 955-1387
e-mail: support@dts.netra.com
FAX:.....(404) 798-1325
3000 Northwoods Parkway, Building 330
Norcross, GA 30071

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National Wats:.....(800) 235-6960
FAX:.....(714) 979-0913
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Santa Ana, CA 92707

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FAX:.....(404) 368-8928
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National Wats:.....(800) 237-5964
Bulletin Board Service:.....(503) 641-1859
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National Wats:.....(800) 435-9320
FAX:.....(803) 235-9661
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FAX:.....(503) 627-5801
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FAX:.....(306) 955-9919
243 Robin Cresent
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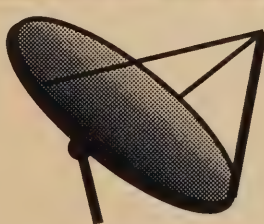
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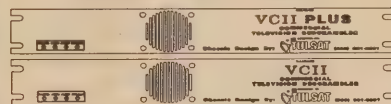
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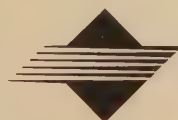
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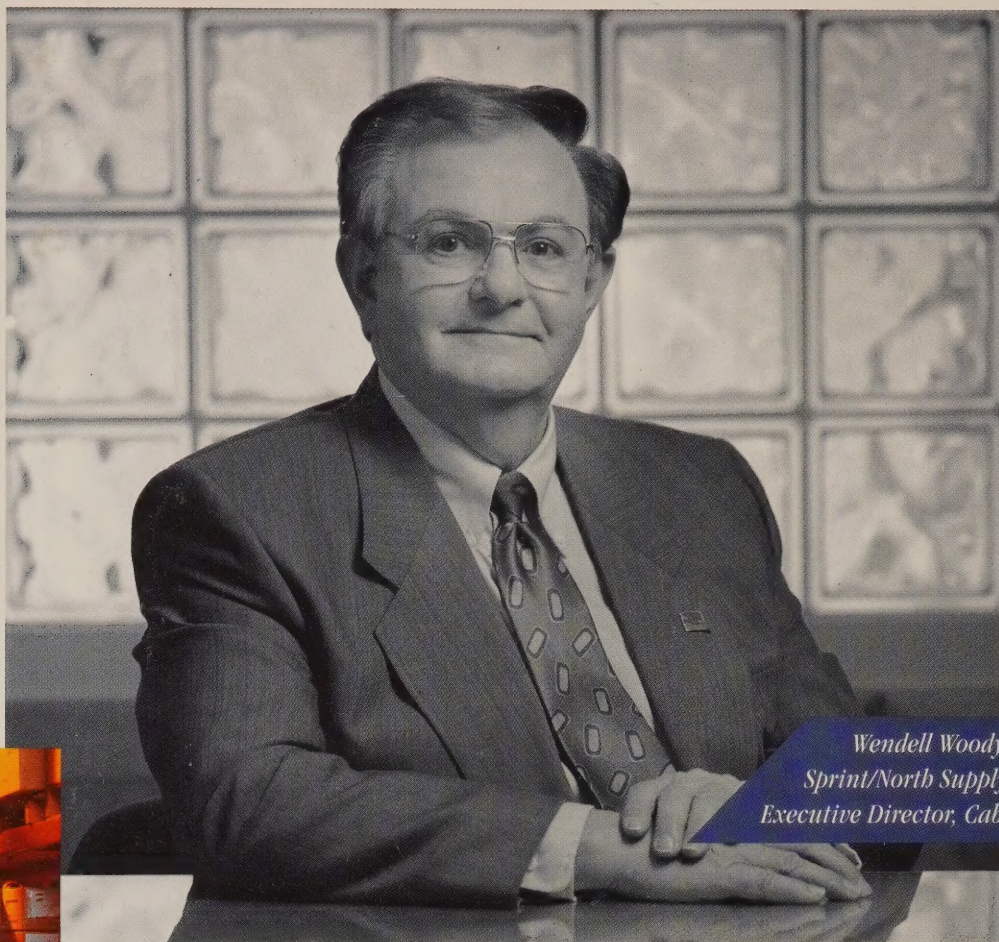
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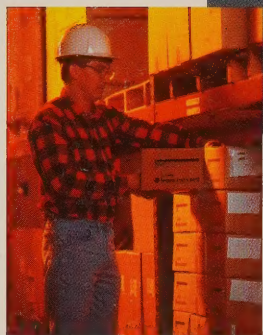
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